

NO STATE
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1935

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

NOVEMBER 23, 1935

Number 21

ARE YOU PROFITING BY ALL "VISKING" APPLICATIONS?



If you haven't yet tried it—you'll be amazed! Chili is now being sold in substantial quantities in *all* communities where it has been introduced—and many housewives have come to regard it as a staple food. Chili isn't a "novelty"—its success has multiplied each season. Its possibilities *now* are enhanced by its economy, in contrast to prevailing high prices.... FIND OUT FOR YOURSELF! Ask your Visking Representative, or write us.

"VISKING" is the registered trade-mark of The Visking Corporation to designate its cellulose Sausage Casings and Tubing.

Chili Con Carne SHOWS its quality in a "VISKING" Casing—appeals to many as a spicy, seasonable change. Let your trade know you have it—and watch results!



THE VISKING CORPORATION
6733 WEST SIXTY-FIFTH STREET • CHICAGO, ILLINOIS

BE MODERN
... and MAKE A PROFIT
with
Modern "BUFFALO" Machines

WITH rare exception, any factory can improve the quality of its output and increase its efficiency, with the substitution of some new machinery for old.

The fact that modern "BUFFALO" Machines "belong" in the profitably-operated sausage kitchen of today, is proven by the growing number of sausage manufacturers who are equipping their plants with "BUFFALOS."

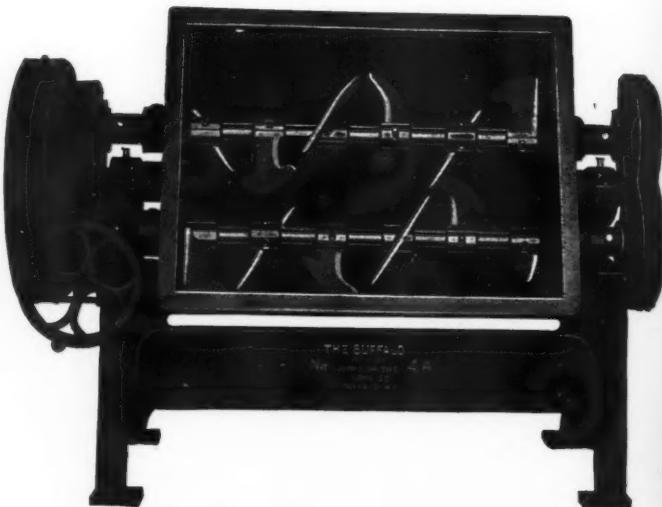
The "BUFFALO" MIXER

This thoroughly modern machine is as essential in the production of fine sausage as high grade meat and other "accessories." The mixing arms are so arranged that the "cure" or spices are completely kneaded into a uniformly flavored batch. It has the labor-saving center tilting hopper. The entire construction is heavy and powerful.

Made in 6 sizes

Motor is mounted off the floor

Also furnished for pulleys



Write for Complete Information and Prices

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

Chicago Office: 7 Dexter Park Ave., Union Stock Yards, Phone Boulevard 9020

Western Office: 2407 S. Main St., Los Angeles, Calif.

Canadian Office: 189 Church St., Toronto, Ont.



The 'INSIDE' Story



Why are some brands of sausages demanded and sought after by family food buyers, while other brands remain in dealers' display cases?

The answer is that some brands have show-case appeal—they hold their shape, they have an attractive color, in short, they look appetizingly fresh. When you add to this a flavor that appeals to every member of the family you'll find people demanding this brand time after time!

Staley's Sausage Flour is much more than a mere binder. It is carefully and scientifically prepared to retain natural juices, prevent shrinkage, give a clean cutting structure and colorful appearance. In addition, it brings out the full depth of flavor which means repeat orders.

The cost of adding Staley's Sausage Flour in the chopper is so small and the results are so satisfactory you can't afford to overlook it. Write to your nearest distributor for more information.

STALEY SALES CORPORATION . . . Decatur, Illinois



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The National Provisioner

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"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow
and greases, sausage materials,
hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
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IN This ISSUE

	Page
NEW SALES METHODS—Packers Must Adopt Them to Maintain Volume.....	9
FILLING ORDERS—Ways to Save Product and Labor.....	11
REFRIGERATION—Loss Through Lack of Advice.....	19
PAINT IN THE PLANT—Prepared vs. Home-made.....	15
SAUSAGE—Italian Hot Sausage.....	14
To Make Souse Right.....	14
Clean Sausage Equipment.....	14
NEW TRADE LITERATURE—Information for Buyers.....	15
PROCESSING TAX—One Way to Stop Collections.....	13
SWAPPING TRADE—Canada and U. S. Make a Deal.....	12
PACKER'S 1935 RESULTS—What Hormel Shows.....	17
RETAIL—Meeting the Price Situation.....	44
New Meat Recipe Book.....	44
Wholesale and Retail Prices.....	45
TODAY AND YESTERDAY—Meat Packing 40 Years Ago.....	39
What Happened 25 Years Ago.....	39
News and Personals of Today.....	41, 43

Index to Advertisers will be found on page 52.

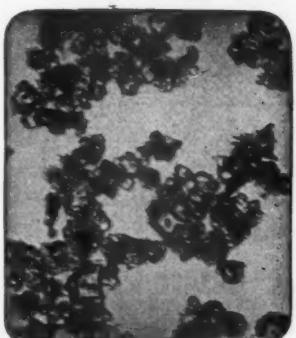
IN Every ISSUE

	Page
MARKETS—	
Provisions and Lard.....	21
Tallow and Greases.....	27
Vegetable Oils.....	31
HIDES AND SKINS—	
Hides and Skins.....	33
LIVESTOCK MARKETS—	
Livestock Markets.....	34
CLOSING MARKETS—	
Closing Markets.....	32
MARKET PRICES—	
Chicago Markets.....	48
New York Markets.....	49
CASH AND FUTURE PRICES—	
Cash and Future Prices.....	25
HIDES AND SKINS PRICES—	
Hides and Skins Prices.....	32
PROCESSING PROBLEMS.....	14
REFRIGERATION NOTES.....	19
FINANCIAL.....	17
CHICAGO NEWS.....	39
NEW YORK NEWS.....	41
RETAIL SECTION.....	44

er 21
Do You Use This Style?



This is a Mechanical Mixture



This is Prague Powder
See the Uniform Structure



Prague Powder Enlarged to
High Magnification

A Boiled Sterilized Pickle

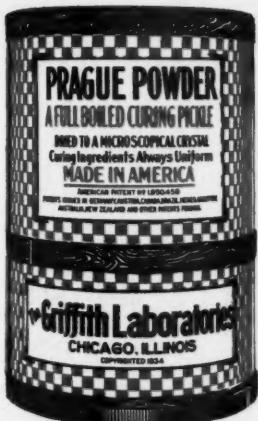
Prague Powder is the only fused nitrate and nitrite cure. There are no imitations, there can be no imitators. Common Salt mixtures are not in the same class. They are not uniform. Prague Powder is always uniform.

PRAGUE POWDER

"A Safe, Fast Cure"

A SOLID CURING CRYSTAL

Made Under
GRIFFITH'S
Process Patents
No. 1,950,459



A Homogeneous CURING COMPOUND of Dependable Character

Meets B. A. I. Requirements

PRAGUE POWDER fills a long-felt need. A quick dissolving ingredient is better than slow melting ingredients like "rocks" or sizable grains.

PRAGUE POWDER has all the curing elements combined in each particle and dissolves quickly, creating a lasting bloom on the lean of the meats, leaving no bitterness and no burning.

AN ALL-PURPOSE CURE HAM—BACON—SAUSAGE

Sweet Pickle Cure

50 gals. Water
86 lbs. Salt
13 $\frac{3}{4}$ lbs. Prague Powder
15 lbs. Sugar

Curing Time

Boned Hams for boiling
7 to 10 days
Hams for smoking
18 to 21 days
Picnics for boiling
5 to 7 days
Picnics for smoking
10 to 14 days
Sweet Pickle Bacon
3 to 5 days
Sweet Pickle Butts
3 to 5 days

Always Uniform
Analysis Never Varies

Dry Cure

Breakfast Bacon

See Formula on Card

A rich, ripe flavor and the
color holds

Rub meat thoroughly—pack
tightly

Cure—6- to 8-lb. pieces
8 to 10 days

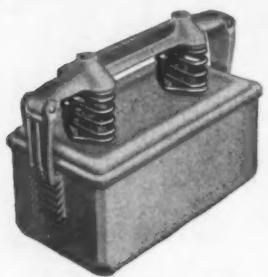
12- to 16-lb. pieces
15 to 16 days

Wash Lightly and Smoke

Every Packer Who Uses "PRAGUE POWDER" Praised It

The Griffith Laboratories
1415 West 37th Street, Chicago, Illinois

Canadian Office and Factory at 1 Industrial St., Leaside, Toronto 12, Ontario



Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel—the most complete line available.

Liberal Trade-in

Your wasteful, obsolete ham boilers may be traded in on new, modern, efficient Adelmann Ham Boilers. Complete trade-in schedules and helpful ham boiling hints are contained in the new Adelmann booklet—"The Modern Method." Send for your copy today!

HAM BOILING EQUIPMENT for modern packers!



ADELmann
Ham Washer

Cleans all types of retainers quickly, better, easier, cheaper. Cleans even neglected boilers!

ADELmann
Foot Press
Applies correct pressure to retainers to insure perfect product. Sturdy and efficient. A real cost cutter.



Adelmann Ham Boiling Equipment incorporates all modern features to insure maximum profit from boiled hams.

+ + +

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!



"ADELmann—THE KIND YOUR HAM MAKERS PREFER"

HAM BOILER CORPORATION

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DON'T
Take Our Word For It...

Ask Packers Who Use the
COMBINATION RUMP BONE
SAW AND CARCASS SPLITTER

(List of users sent upon request)

BEST & DONOVAN

332 South Michigan Avenue Chicago, Ill.

Sole Distributors of

Scribe Saw	Ham Marker
Hog Back Bone Marker	
Kosher Chuck Saw	Rump Bone Saw
Fat Back Splitter	

Crystal-clear brine

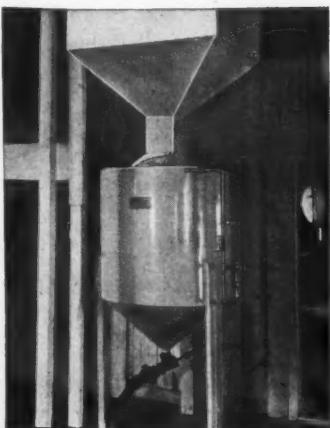
The LIXATE Process for Making Brine has never failed to produce economies in handling salt, producing the brine, and handling brine after production. It automatically provides pure, crystal clear brine from economical grades of rock salt.

Packers use Lixate Brine throughout the plant—for pump pickle as well as in the vats; for washing or curing calfskins or heavy hides; in regenerating zeolite water softeners; in cooling lard and other refrigeration uses, and everywhere that brine is needed. This outstanding contribution to industry was developed by the International Salt Research Laboratory. It has proven its economy in many installations in many kinds of packing plants.

The advice and counsel of the International Salt Advisory Service is at the free disposal of those who have problems about the use of salt or brine in industry. You are invited to write, without cost or obligation. For further information about the Lixate Process, ask for a free copy of "The Lixate Process for Making Brine," a book containing illustrations of many Lixate installations.

INTERNATIONAL SALT CO., INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK
SALES OFFICES: Buffalo, N.Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md.
Pittsburgh, Pa. • Newark, N.J. • New York, N.Y. • Richmond, Va. • Atlanta, Ga.
New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. REFINERIES: Watkins Glen, N.Y.
Ludlowville, N.Y. • Avery Island, La. MINES: Raton, N.Y. • Detroit, Mich. • Avery Island, La.



PACKING PLANT ECONOMY
This Lixate installation in the plant of Dorgan-McPhillips Packing Company, Bayou La Batre, Ala., provides brine for packing shrimps.

Classify Your Cleaning Jobs For Better Results

Delicate Finishes

Examples

*Fibre Floors
Motor Trucks
Salesmen's Cars
Rubber Tile Floors
Varnished Surfaces, etc.*

Even hard wear will not damage delicate finishes as rapidly as improper soaps. Providing and maintaining fine finishes costs money—they should be protected.

LUSTRO SOAP is guaranteed not to harm the most delicate surface. It will restore the original finish, quickly and with the least effort.



ARMOUR AND COMPANY

Plated, Polished or Painted Surfaces

Examples

*Plated Metal
Painted or Plain Wood
Painted Walls & Floors
Polished Tile or Marble
etc., etc., etc.*

For certain cleaning jobs washing powder is best—and LIGHTHOUSE Washing Powder is preferred. It contains no abrasive or material which can scratch or mar the surface, yet it cleans thoroughly, efficiently, with less labor.

NOTE: Where some abrasive action is desired—as on plain metals, plain tiles, porcelain fixtures, etc., etc.—LIGHTHOUSE Cleanser should be used.

Greasy Surfaces

Examples

*Plant Floors
Cutting Tables
Killing Floors
Garage Floors
etc., etc., etc.*

Every packer is faced with the difficult task of keeping greasy surfaces clean and realizes the difficulties of the work. Wise packing plant executives use ROYAL Washing Powder which is almost straight alkali, but contains just enough soap to lightly lather on thin films of grease without becoming too soapy in heavy grease and increasing cleaning difficulties.

Armour's
LIGHTHOUSE
WASHING POWDER



1355 W. 31st Street, Chicago, Ill.

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 21

Meat Packing and Allied Industries

NOVEMBER 23, 1935

BUILDING MEAT VOLUME

• Growing Sales Problems

Forcing Packers to Abandon Old
Merchandising Ideas for New Ones

CONSUMER RESISTANCE to higher meat prices is generally considered the reason for reduced meat consumption.

"Consumer resistance," says a successful packer sales manager, "is a surface condition only. Probe below the surface, and what do you find is the underlying reason for reduced meat consumption?

"Our investigations convince us that meat-selling policies adequate to move large meat volume at low prices in normal times are inadequate in times of disturbed economic conditions. This applies alike to packer and retailer.

"The depression taught our company many lessons. It has shown us our errors in judgment, our mistakes in policies. It has particularly emphasized to us the costliness of inherited sales habits and rule-of-the-thumb methods and the inadequacy of many old-time practices.

Radical Changes Ahead

"But—what to us is more important—it has convinced us that meat merchandising methods will undergo more radical changes within the next year or two than during any previous period. And it has aroused us to the necessity of planning and preparing to meet such changed conditions.

"Changing conditions are apparent to every packer. Just what trend these changes may take remains to be seen—likewise the methods different packers will adopt to cope with changing merchandising conditions.

*with New
METHODS*

"Our guess is that many packers will realize the necessity for more intensive and sensible cooperation with dealers. Other packers, in addition to cooperating with dealers, will go direct to consumers with their sales message in an effort to build consumer demand for their products."

Changed Dealer Habits

As evidence of the changing trend this sales manager brought forth sales records to prove that



STUDYING HIS SALES PROBLEMS.

both packer and salesmen must adopt new merchandising and selling methods as a result of changed conditions in the retail trade.

This is what these showed:

Dealers are buying from fewer packers and featuring fewer brands, rather than dividing up their buying orders;

Packers who get these orders are those best able to aid the dealer to move product over the retail counter;

New salesmen experienced in modern retail merchandising methods are outselling old-timers who have only meat-selling ability and experience.

Causes for the Change

Studies made by this packer show reasons for changed retail buying policies:

1—Too many retail meat stores—therefore, too few customers for each store;

2—Aggressive advertising and merchandising by manufacturers and processors of other foods;

3—Changing consumer food buying habits.

For the present at least it seems possible, therefore, that the new meat merchandising is going to center around the retail store.

Must Have More Volume

Many retailers are finding it impossible to obtain unaided and by old methods the volume they must have. They realize that just the average number of customers is not enough to keep business going. They must get more volume.

To do this the retailer must give more and better service, satisfy a larger number of housewives on quality and price of meats, keep a step ahead of his competitors in store attractiveness, and keep down costs to a point where he can operate with a little better than average efficiency.

This is a large order.

Featuring a few brands rather than a haphazard assortment is a step in the general direction in which the dealer is

heading. He would like to see these brands advertised and consumer demand for them built up. Eventually he may be a factor in influencing more packer activity of this kind.

Also, in exchange for giving a larger volume of his business to a particular packer he is asking for and will have to get more packer cooperation, particularly in improving appearance of his store, quality of his service, attracting more housewives to his store, reducing customer turnover and merchandising more effectively and profitably.

New Type of Packer Salesman

Pressure from retailers for advertising and merchandising helps is becoming so great, this sales manager says, that in hiring salesmen preference now is being given to those best informed on retail merchandising methods.

This packer is conducting schools for his salesmen, at which more attention is given to retail selling methods, consumer psychology, store displays, store advertising, etc., than just to selling meat to retailers.

He is trying to develop retail merchandising experts first and packer salesmen second. Men best qualified to aid meat retailers to become better merchants make the best meat salesmen. Sales records of the men on this packer's sales force bear out this contention.

More Volume at Less Cost

An interesting result of this packer's new sales policy is that his average sale has increased, while selling and distributing costs have decreased. Not much as yet, it is true, but noticeably. In buying from fewer packers, retailers necessarily place larger orders with those with whom they do business.

Thus this packer is on the way toward solution of a problem—small orders—that has been bothering the industry for some time.

"It is essential for packers to appreciate," this sales manager says, "that their interest in their products must not cease when meats are delivered to the retail store—that the sale is not complete until the products are delivered to the consumer. The packer can sell only as much as the retailer turns over.

"It may be argued that only just so much will be sold, and that it makes no difference which retailer sells it.

"We do not look at sales from this angle. We believe it does make a difference how meat is sold, and under what conditions. We are finding it is better to have our products displayed under inviting conditions, and we know that one retailer properly equipped to merchandise is worth more as a sales outlet than several 'just average' stores. Every time we help a retailer to sell an additional pound of meat to a regular or a new customer, we add to our volume by just that amount.

"Increasing competition and difficult



HELPING THE DEALER.

ties under which they are doing business has discouraged some dealers. It is surprising what a little encouragement will do toward getting them in a frame of mind to go after business aggressively.

Retailers Need Encouragement

"I recall one retailer whose purchases from us had been declining for some time. I called on him and found that his trouble was largely mental. He had about decided that the returns were not worth the time and effort, and naturally his sales were suffering accordingly.

"With his interest in the business declining, store appearance was not maintained. Windows were washed less frequently and less effort was made to keep the premises neat and clean. Customers were not receiving the attention they were accustomed to, and less effort was being made to please.

"All this dealer needed was a slap on the back and the assurance that he was not alone with his troubles—that we were back of him and would aid him in any way possible to attract more customers to his store and build up a more profitable business.

"With someone to cooperate with him, his entire attitude changed. He again began to take interest. At our suggestion he rearranged the place, brightened it up with a little paint, increased the stock, paid more attention to display and started to advertise, using copy we furnished him.

Volume Increased. Customer Saved

"The results were astonishing. Business picked up immediately, and has been growing ever since. The most important fact this retailer has learned is that his returns are going to be proportionate to the brains he puts in his business. He is on the way to much better times.

"We could have passed up this re-
(Continued on page 26.)



NEEDS NEW SUIT OF CLOTHES.

Filling Meat Orders to Save Product and Cut Labor Cost

THE human element plays an important part in meat plant operation, as every packer executive admits. Recognizing this fact, and applying it

get products into retail stores in the best possible condition. In this case layout is to assure that product made first will be delivered first.

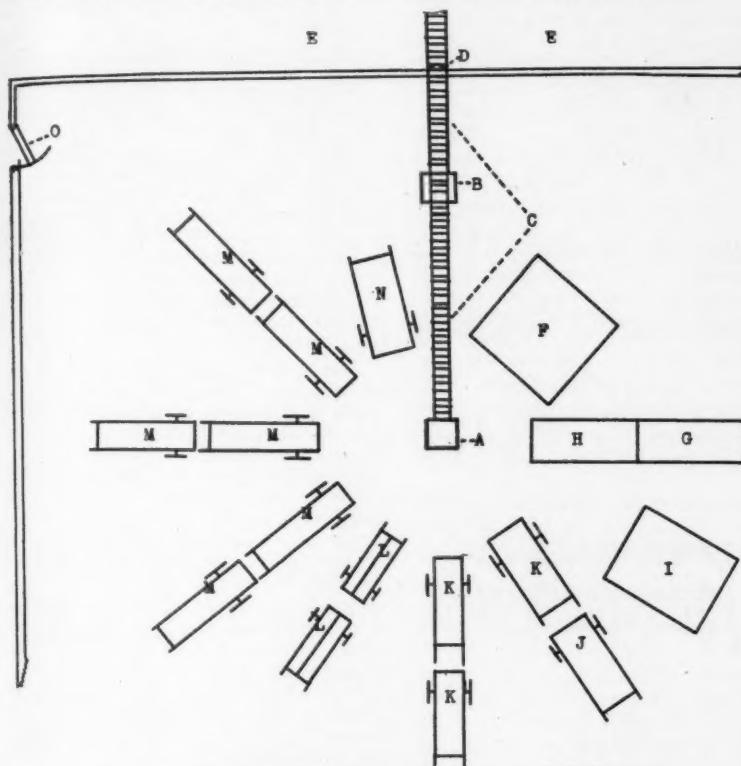


FIG. 1—WAGON WHEEL PLAN SPEEDS UP ORDER FILLING.

Head scaler or order filler occupies the central position. Radiating from this are trucks and racks of product. A roller skid connects the order filler's position with check scaler and loading dock.

in daily operations, saves both in product quality and operating cost.

In product handling, assembly and filling of orders, this human element must be given consideration if product is to reach the customer in good condition, and labor cost is to be held to a minimum. In past issues of THE NATIONAL PROVISIONER (November 24, 1934, and July 27, 1935) two very different types of layouts for order assembly rooms in meat packing plants were illustrated and described.

One of these—known as the "wagon wheel" arrangement—is shown in Fig. 1. Head scaler or order filler occupies the central position. Radiating from this are trucks and racks of product. A roller skid connects the order filler's position with the check scaler and loading dock.

The plan shown in Fig. 2 is used by an Iowa packer who caters to high-class trade, and who is very careful to

they are produced, and trucks are arranged so that employees cannot pass between them. When a truck or rack is emptied it is removed from the room and the truck immediately behind it moved into place.

Favors "Wagon Wheel" Plan

A packer who has been studying assembling room layouts and methods for some time with the object of increasing efficiencies in these departments recently commented on these two layouts as follows:

"The 'wagon wheel' arrangement for a shipping room, described in the November 24, 1934, issue of THE NATIONAL PROVISIONER, was designed and installed by the writer in a Western plant, and was used there with very good results.

"All of this plant's products, with the exception of smoked meats, were packed. Thus all of the various products needed to be placed near the center of activity. We also moved the oldest or first products made to the center where they would be used first as trucks and racks were emptied.

"We had a rule forbidding any packing-room employee to take any product from the second truck while the first one had any of the same product available. And in this connection I believe the 'wagon wheel' arrangement automatically handles the situation best, as no employee will walk farther than necessary to get product to fill an order—it just isn't human nature to do extra walking.

Recognize the Human Element

"Neither of these two plans guarantees that product manufactured first will be packed first, but my thought in designing the 'wagon wheel' plan was that the worker would take the line of least resistance. Speeding up of packing, of course, was also an objective in developing the plan.

"The 'wagon wheel' plan may be used in a single department—such as sausage, lard or smoked meats—by varying the spokes with the different averages or kinds."

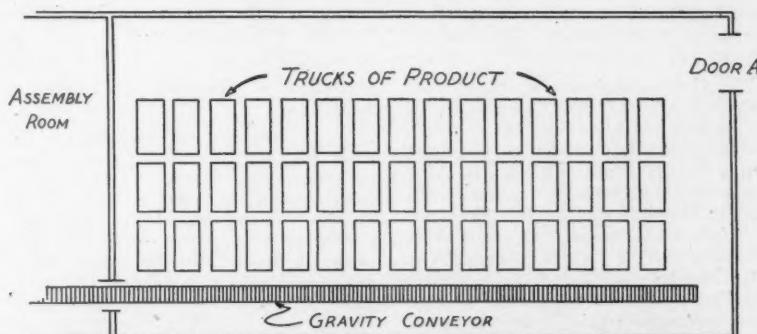


FIG. 2—PLANNED SO PRODUCT IS SHIPPED WHEN FRESH.

Workmen cannot get between the rows of racks and trucks, and as product is placed in the assembly cooler in the order in which it is produced, there is less danger that it will be permitted to deteriorate by being overlooked. When a truck or rack is emptied, it is removed and the one behind it brought up to the conveyor.

Effect on Livestock and Meat of U.S.-Canadian Trade Pact

DIVIDED opinion in agriculture and some industries greeted the reciprocal trade agreement between the United States and Canada, announced by President Roosevelt on November 18. General consensus of opinion appears to be that the pact represents an earnest effort to stimulate trade in both countries.

Major agricultural products on which duty concessions were made by the United States are cattle and calves, seed potatoes and cream. A reduction of 33 1/3 per cent was made on a limited number of feeder cattle weighing 700 lbs. or over, a similar reduction on some 52,000 head of calves, a reduction of 50 per cent in the duty on 20,000 head of dairy cows and considerable reductions under quota in the duty on cream, cheddar cheese, and live and dressed poultry.

Mixed reactions of livestock leaders to the tariff concessions are reported. For many years feeder cattle men have favored the entry of Canadian feeders, while Western producers have opposed any letting down of the bars.

Opinions on the Agreement

F. E. Mollin, secretary of the American National Livestock Association, likened the treaty to "a single break in the dam or levee," following which "the remainder of the structure soon begins to crumble and eventually to collapse." On the other hand the chairman of the Missouri Farmers' Association characterized the arrangement as a "truly constructive achievement."

Commenting on the pact Secretary of Agriculture Henry A. Wallace said: "There are a few farm groups which will fear they are being hurt by the new agreement, but actually in these cases the tariff reductions are moderate, and in addition there are quota restrictions of such a nature that imports from Canada can not affect the American price structure by more than 1 per cent."

Reporting recently on exports of livestock and meats to the United States, the Canadian Department of Agriculture showed that 84,911 cattle were sent to the United States during the first nine months of 1935 as against only 3,716 in the like period of 1934 (see THE NATIONAL PROVISIONER, November 9, p. 40). All of these cattle came in under the 3c per pound tariff, which Canadian producers were able to pay because of higher price levels at which cattle were being marketed in this country.

Conservative opinion in the dairy industry is that the chief danger in letting down the bars, even on a limited quantity of dairy products, is that this

additional quantity could be used to manipulate the market.

Unchanged U. S. Import Duties

No changes were made on duties on meats entering the United States from Canada. Present United States duties on imports of certain important meat products are as follows:

Beef and veal, fresh, chilled, or frozen, 6c per lb.

Tallow, 1/2c per lb.

Oleo oil and oleo stearin, 1c per lb.

Pork, fresh, chilled, or frozen, 2 1/2c per lb.

Bacon, hams and shoulders, and other pork prepared or preserved, 3 1/4c per lb.

Lard, 3c per lb.

Lard compounds and lard substitutes, 5c per lb.

Terms of the Pact

Effective date of the reciprocal trade agreement is January 1, 1936, and it will continue for three years. Under

it lower tariffs were granted by both countries on a limited list of products and raw materials of the meat industry.

In general, Canada agreed to reduce its duties on some fresh meats, canned meats, bacon, pickled pork, sausage casings and tallow. Other Canadian concessions included lower rates on fertilizers, not otherwise provided for in Canadian tariff schedules, leather and some leather products.

EMPLOYEE CREDIT UNIONS

Employee credit unions have been of great benefit to workers in the Ottumwa and Sioux Falls, S. D., plants of John Morrell & Company. The Ottumwa Credit Union was organized March 1, 1931, and had a balance of \$37,646.00 on shares and \$3,674.85 on deposit July 31, 1935. Loans made in the six months from January 1 to July 31 of this year totaled \$38,818.75 with repayments during the same period of \$28,778.25. Loans outstanding on that date totaled \$45,316.75.

The Morrell Employees' Credit Union of the Sioux Falls plant was first organized under the federal credit union law on January 15 of this year and began functioning a few days later. During the six months that the credit union has been functioning shares and deposits total \$6,964. A total of 166 loans have been made for \$8,232.50, of which 137 were still in force on July 26 with an unpaid balance of \$5,571.00.

Shares in the Ottumwa Credit Union cost \$5, payable in weekly units of 25 cents. On August 16 there were approximately 1,000 members of the union. The Sioux Falls union was founded with 136 members and an initial deposit of \$374.50. Now there are 364 members.

The Ottumwa members may have both their deposits and their loan repayments deducted from their weekly pay check. Sioux Falls, however, does not permit members to either make deposits or repayments in this manner. Both associations pay 3 per cent interest on deposits and charge 1 per cent per month interest on the unpaid balance of loans. At the end of each year, a dividend is declared from earnings.

Each union is run by a board of nine directors. A committee of five, known as the credit committee, makes a regular audit and checkup of the activities of the union. Neither credit union has experienced losses as yet, repayments having been prompt, except for the one instance last February at the Sioux Falls plant where a layoff caused some borrowers to get behind in payments.

Requests for loans have been made for a wide variety of purposes, but most general appears to be a consolidation of debts at the great interest savings possible under the credit union regulations. Loans have been granted for medical purposes, for property taxes, for cash purchases of furniture, autos, and many household requirements.

What U.S.-Canadian Tariff Agreement Means

CANADIAN CONCESSIONS.

On Imports of:	New Duty.	Old Duty.
Fresh meats*:		
Beef and veal, per lb.....	6c	8c
Lamb and mutton, per lb.....	6c	8c
Pork*	2 1/2c	5c
Lard, per lb.....	1 1/4c	2c
Prepared meats, except canned:		
Bacon, hams, pork, per lb.....	1 1/4c	5c
Not otherwise provided.....	3c	6c
Canned meats, extracts, etc., ad valorem	30%	35%
Sausage casings, ad valorem....	15%	17 1/4%
Tallow, ad valorem.....	17 1/2%	20%
Live hogs, per lb.....	1 1/4c	3c
Sheep and lambs, per head.....	\$2.00	\$3.00
Cattle,* per lb.....	2c	3c

*Not otherwise provided for more specifically in Canadian tariff.

AMERICAN CONCESSIONS.

On Imports of:	New Duty.	Old Duty.
Feeder cattle, 700 lbs. and over (annual imports limited to 155,700 head), per lb.....	2c	3c
Calves, 175 lbs. and under (annual imports limited to 51,933 head), per lb.....	1 2/3c	2 1/2c
Dairy cows, (limited to 20,000 head annually) per lb.....	1 1/4c	3c
Cream (limited to 1,500,000 gals. annually), per gal.....	35c	56.6c
Live poultry, per lb.....	4c	8c
Cheddar cheese, per lb.....	5c	7c
Chickens, guineas, dressed, per lb	6c	10c

Will Supreme Court Restrain Processing Tax Collections?

INJUNCTIVE restraint of processing tax collection, which most lower courts have granted to processors, became the direct concern of the U. S. Supreme Court this week.

A group of Louisiana rice millers has asked the Supreme Court for a temporary injunction restraining collection of AAA processing taxes. The court will consider the case, and the government has filed briefs in opposition to the request for injunction.

Many legal observers believe the court will enjoin tax collection, since it did not reject the millers' plea. It granted the government's request for time, on the understanding that federal authorities would take no action to change the existing situation until the court had passed upon the motion for injunction.

In case an injunction is granted to rice millers it would justify the action of most lower federal courts in granting restraining orders to other processors. If the Supreme Court refused the millers' plea some of the lower courts might follow in dissolving temporary injunctions they have issued.

Government Files Brief

Solicitor-general Reed has filed the government's brief in the Hoosac Mills case, preliminary to arguing its appeal before the Supreme Court on December 9. In replying to the ruling of the first circuit court of appeals that the AAA act contained improper delegation of congressional taxing power, the government's brief declared:

"There is no delegation of the legislative authority with respect to the rate of the tax. Congress provided a fixed mathematical formula which fixes the rate—the difference of the current average farm price and the fair exchange value of the commodity."

Variations from this fixed formula, the brief continued, were made according to an appropriate standard. The government contended that this issue of delegation of power is immaterial, since congress has expressly ratified assessment and collection of the taxes (in AAA amendments), and specifically determined that their rate was proper and advisable.

Depend on "Welfare Clause"

The brief dealt at length with the "general welfare clause" of the constitution.

Circumstances which caused announcement of the farm program, the brief contended, "can leave no doubt there was ample reason for determination by Congress that these taxes were levied to promote the welfare of the nation."

The brief contrasted taxes which have

been levied in the past to regulate commerce with the AAA taxes. In the latter, co-operation of the farmers in a voluntary program was required, as well as revenue from taxes.

There was little activity this week in lower courts in processing tax cases. A number of Washington state processors were recently granted temporary injunctions by the ninth circuit court of appeals. They had been refused injunctions by the federal district court.

AAA CANNED BEEF AND HIDES

Canned beef and hides held by the Federal Surplus Relief Corporation have been turned over to the newly organized Federal Surplus Commodities Corporation, the members of which are Secretary of Agriculture Henry A. Wallace, Governor William I. Myers of the Farm Credit Administration and Chester C. Davis, AAA Administrator. Mr. Davis will act as president of the

corporation, with Jesse W. Tapp of the AAA as executive vice-president.

Canned beef acquired under the emergency drought relief program of 1934 still to be disposed of totals some 200,000,000 lbs., while hides and skins produced under the same program and still on hand total approximately 1,500,000 cattle hides and 500,000 calfskins. It is understood to be the purpose of the corporation to offer these hides and skins in the open market, in quantities and at times when it is believed the market can absorb them without undue disturbance.

HOG SURPLUS REMOVAL COST

A summary showing that AAA bought a total of 7,643,265 "surplus" hogs, among which were the famous little pigs and sows of the slaughter of 1933, was included in a recent report by the commodities purchase section of the AAA of its activities from 1933 to November 1, 1935. The 7½ million hogs cost the government \$42,828,811 and pork recovered from them for relief purposes had a value of \$9,721,344. In addition, \$545,000 was recovered from sale of inedible grease and \$59,000 from sale of tankage.

Criticisms of Meat Prices and Meat Industry Are Answered

AT THE thirtieth annual convention of the Institute of American Meat Packers in Chicago recently a speaker at one of the sessions pointed out the part the public relations activities of the Institute have played in the absence of blame toward the packing industry for a situation which was not of the industry's making.

Since the convention the Institute's Department of Public Relations and Trade has had ample opportunity to carry on more of this type of work. In November certain statements by newspapers and advertisers, which were derogatory to the meat packing industry and meat products, have been answered by the Institute in an effort to inform the public and advertisers of the economic facts governing the industry.

An electric light and power company in the East pointed out in one of its advertisements that the cost of electricity has been steadily receding, while costs of several other household budget items, including meat, have been rising. In a letter to that company the Institute pointed out that at the time the advertisement was being circulated to the customers of this company pork prices were declining from 30 to 35 per cent at wholesale and that since prices of meat fluctuate to such a large degree, it is a difficult matter to point to it as a rising commodity when it

often declines as much as increases.

Another company, in its desire to promote the good qualities of canned salmon, suggested in its advertisements that salmon contains more protein than does steak, and that the price of salmon is a great deal lower than that of meat.

In answering the company the Institute pointed out, in part, that "... that two good protein foods like salmon and meat have so much in common that one shouldn't be advertised on the basis of alleged superiorities over the other. We believe that products should be promoted on the basis of their own merits. Moreover, we submit that if a comparison of food values is to be made, it should not rest on protein content alone.

"Although the price of meat is somewhat higher than it was compared to the very low levels of two years ago, we should like to point out that the figures of the Department of Agriculture show that meat prices have averaged consistently lower than levels which prevailed in 1930, when prices were relatively high. The price of meat is dependent upon the supply and demand situation, and it may be interesting to know that just recently fresh pork prices dropped from 30 to 35 per cent at wholesale..."

In answer to the Institute's letter the advertiser expressed a sincere desire to cooperate, and stated that no reference

(Continued on page 46.)

Practical Points for the Trade

Italian "Hot" Sausage

"Hot" Italian sausage is a big favorite in some sections of the country, especially where many of the population are from Southern Europe. A sausage manufacturer writes regarding this product as follows:

Editor THE NATIONAL PROVISIONER:

Our customers are continually asking for Italian or "hot" sausage. Can you tell us how it is made?

A good formula for this product is as follows:

60 lbs. beef, free of sinews
40 lbs. pork trimmings, half regular and half lean.

Chop meats through the 1-in. plate and mix with following:

1 No. 3 can pimientos, juice and all, chopped to paste
1½ lbs. straight ground chili pepper
1 lb. high grade paprika

If fresh meat is used in making the product 2 lbs. of salt should be added. If meat is cured, the additional salt is not necessary. Also add:

1 oz. ground caraway
2 oz. coriander
1 oz. celery
2 oz. nutmeg.

As is the case with other sausage formulas, use of ready-prepared seasonings or specially-prepared seasonings as manufactured by reputable firms will assure convenience in making this product and also assure that its flavor will always be uniform.

After a thorough mixing, run the product through 3/32, 1/16 or 1/8-in. plate, depending upon fineness or coarseness of meat desired.

Stuff mixture in hog or manufactured casings, linked six to pound. This allows serving two sausages on average plate lunch. Put sausage into cook tank with water at 160 degs. Fahr. and let temperature drop back to 150 degs. Cook for 30 minutes or until an inside temperature of at least 137 degs. is obtained.

This sausage can be smoked right after it is stuffed, smoking for half an hour in a cold smoke.

Any good bologna or frankfurts meat formula can be used for this sausage, cutting the meat coarser if desired and seasoning highly, with seasonings such as those suggested in the above formula.

Another meat formula which might be used is as follows:

70 lbs. beef chuck
20 lbs. pork cheek meat
10 lbs. back fat trimmings or shoulder fat.

Grind beef and pork cheeks through the ¾-in. plate; back fat trimmings through ½-in. plate.



To Make Souse Right

A sausage manufacturer writes that he is having difficulty with his souse becoming cloudy if he adds enough vinegar to make it tart. He asks:

Editor THE NATIONAL PROVISIONER:

We do not get our souse as sour as we would like, but when we add more vinegar the jelly gets cloudy. Can you tell us how to overcome this and still have the product tart enough?

This sausage manufacturer's difficulty is probably due to his method of handling, rather than addition of more vinegar. He does not say whether he uses commercial gelatin or jelly from pig skins. If commercial gelatin is used, it is suggested that 1 lb. of gelatin be dissolved in 3 quarts of water. One quart of 90 proof vinegar, 4 oz. of sugar and 1 oz. salt with a pinch of cayenne is added to this.

Cooked ground meat should then be put in the container and jelly water poured over it and allowed to seep down through meat. If souse is stuffed in casings, the casing should be stood on end and filled with jelly water.

If jelly and meat are mixed together and then filled into casings or molds, the hot jelly stirred up with meat is likely to draw out some of meat juice which will make the jelly cloudy.

In cold weather it may not be necessary to use as much gelatin as suggested above. However, a little experimentation will soon indicate the amount necessary to produce a good, firm jelly.

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for mixing, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Pigs'
Feet Souse." I am a subscriber to
The National Provisioner.

Name.....

Street.....

City.....

(Enclosed find 5-cent stamp.)

Causes of Soft Bacon

Firm meat is the first requisite in making firm bacon. An Eastern meat packer who has been having trouble with his product, writes:

Editor THE NATIONAL PROVISIONER:

We are trying to improve the quality of our bacon and are particularly anxious to obtain a firmer product. Can you suggest any method of handling bacon so that it will be firm?

First of all, the meat must be firm. That is, it must be meat from hogs with firm fat. There has been some difficulty with soft meat in certain sections of the country, because hogs have been fed with soy beans instead of soy bean meal. Much of the pork in the far South is also soft because of feeds used there. While much work is being done in educating the farmer on proper feeding, the best course at the present time is to avoid handling soft pork whenever possible.

Sweet pickle bacon always is somewhat more watery than dry cured bacon, and if the inquirer slices his bacon it is suggested that he give it a dry cure. Soft bacon may also be caused by too long soaking or too hot a fire in the smokehouse.

CLEAN SAUSAGE EQUIPMENT

A Western sausage manufacturer wishes information on the proper use of his equipment. He asks:

Editor THE NATIONAL PROVISIONER:

Is it proper to manufacture bologna and fresh pork sausage in the same machinery on the same day? We have not been doing this, as we were afraid cured meat going through the machine might influence color of the fresh product.

Manufacture of bologna and fresh pork sausage in the same machinery on the same day is not desirable, particularly if manufacture of fresh product follows bologna making. The only way in which this could be satisfactorily handled would be to thoroughly clean the equipment before making fresh sausage.

There would be less objection to manufacture of bologna following the preparation of fresh pork sausage. This is because there is a certain percentage of pork usually added to bologna meat anyway, and the little additional that might be collected from the machine would not be objectionable.

Does it pay to save hog snouts? Do you compare them with tank value? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

Paint in the Plant

Packers Need to Know More About Kind of Paint to Use, Where and How It Should Be Used

PREPARED PAINT vs. HOME-MADE PAINT

MANY old and experienced painters are prejudiced against the use of prepared or ready-mixed paint. They cling to the exploded notion that "lead and oil" is the answer to all painting problems.

There are many reasons why the product of a reputable paint manufacturer should be superior to the home-mixed product.

Purity

First, let us consider the question of purity.

All "oil" is not pure linseed oil. Many adulterants find their way into some "linseed" oil, and it is not always an easy matter, even for the experienced chemist, to detect such impurities. The modern paint plant is equipped with all of the latest devices for the testing of paint materials, and great care is used in the selection of raw materials for paint making. Such precaution is simply good business sense, for the paint manufacturer simply cannot afford to be cheated.

All "lead" is not pure white lead. There are several varieties of white lead, all of them useful in the proper place. Here again the services of the laboratory are constantly required to keep lead and other pigments up to standard—a precaution very necessary, as we shall later discover.

Mixing

Next we must consider the very important item of proper mixing. It is almost impossible to properly mix paint by hand. Hours of mechanical beating are required to thoroughly blend the pigment into the vehicle.

Some paints require the addition of gum to the oil, in order to shed moisture. This job cannot be done by hand—no painter would attempt it. Heat and mechanical mixing are required.

Then there is the proper mixture of pigments. Some surfaces need a paint with "tooth," requiring the addition of such pigments as silica. Other paints need a definite percentage of fine-grained pigment to help seal up the oil film—filling in the voids, it is called.

All of this is not done on a guess-work basis. Most paint concerns maintain test panels in different parts of the country, where various mixtures are constantly tested by weathering and microscopic examinations.

It pays to deal with a specialist. There are many reliable paint specialists in this country.

EDITOR'S NOTE.—This is the fourth in a series of discussions on "Paint in the Meat Plant." Watch for the next, which will discuss "PAINT THINNERS."

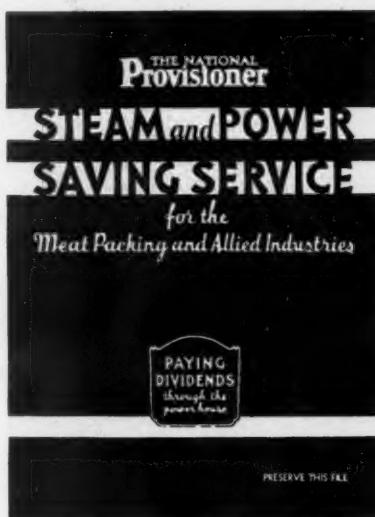
KINDLINESS

The world acclaims a kindly deed,
A kindly turn in times of need,
A friendly face, and friendly smile,
A kindly act and thought worth while,
A kindly grin when old friends meet,
A kindly "howdy" 'cross the street.
What a genial warmth spreads o'er the place
When you meet a smiling, kindly face.

—NEIL CARBRAY.

Editor's Note.—Old-timers remember "Jack" Carbray, the famous "beef Skinner" of early days in Chicago. He is living happily (as his words indicate) in retirement at Los Angeles, Calif.

Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn St., Chicago, Ill.

Name.....

Firm.....

Street.....

City.....

New Trade Literature

Rendering (NL164)—Circulating rendering units for controlled dry rendering are treated in this folder. Unit is illustrated and described, its advantages briefly discussed. Ideal features for low-cost rendering are listed.—Darling & Co.

Grinders (NL166)—Hammer type grinders—seven models—are subject of this bulletin. Models are illustrated, with special pictures and description covering cylinders, blower fans and auxiliary equipment. Capacities per hour, specifications and standard equipment are given for each model.—W. W. Feed Grinder Corp.

Transportation (NL151)—A 4-page folder illustrating and describing new "Met-L-Wood" tailgates for trucks. Six advantages claimed are light weight, great strength, attention-getting appearance, working surface which is slip-proof in 4 directions, reinforcing channel around entire tailgate and no exposed wood surface.—Met-L-Wood Corp.

Floors (NL162)—A rugged material for resurfacing floors is described in 4-page folder. Material is claimed to be so simple to mix and apply as to require no special workmen. Formulas for mixing in proportions best suited for various uses are given, advantages listed, trial offer made.—Flexrock Co.

Valves (NL148)—A 4-page folder devoted to description of new "Flocontrol" valve, giving straight line control of flow plus micrometer adjustment. Advantages are briefly described, list of prices and dimensions given. Fourth page contains steam flow charts, determined by laboratory tests, to be used with new valve.—Consolidated Ashcroft Hancock Co., Inc.

Controllers (NL156)—A 24-page booklet describing air-operated controllers for temperature, pressure, flow and liquid level. Construction and adjustment are illustrated and described. General advantages of air-operated control are discussed, specifications for various controllers given.—Brown Instrument Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.

Name

Street

City

"Thanks



for **BIGGER SALES!**

KINGAN & COMPANY, of Indianapolis, say:

"With the misgivings that usually attend a departure from old methods, some years ago we began packaging our Pork Tasties in Cellophane transparent wrapping.

"Our original doubts were soon dispelled. Sales increases were made in all our branches.

DU PONT ON THE AIR—*Listen to "The Cavalcade of America" every Wednesday evening, 8 p. m., E. S. T., over CBS coast-to-coast network*

The salesmen had a new talking point to capitalize in their calls on the trade.

"We thank Du Pont for Cellophane. We thank your sales department for many valuable suggestions and ideas which have enabled us, through better packaging, to benefit ourselves, our dealers, and the consumers who buy our products."

PACKAGE SERVICE FOR PACKERS

Our Field Representatives are ready to give you practical help in working out faster-selling packages. Just write: Du Pont Cellophane Company, Inc., Empire State Building, New York City.

Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.



The National Provisioner

Hormel's Dollar Volume Up; Allied Lines Aided Tonnage

INCREASED value of meat products, combined with a larger tonnage in products other than pork in 1935, resulted in the highest volume of dollar sales experienced by Geo. A. Hormel & Co. in its history. Sales for the year at \$47,641,333.47 were 42 per cent higher than those of the previous year.

Loss in pork tonnage, due to limited supplies of hogs, was made up in part by volume of business attained in such products as chili con carne, soups and other canned goods and meat products. Sales tonnage during the year of 336,259,669 lbs. was 1.27 per cent less than that of the previous year, but 15 per cent higher than the average of the previous five years.

Net profit before preferred and common stock dividends amounted to \$654,707.36. Earnings were \$121,000 less than last year, in spite of inventory gains. In his letter to stockholders under date of November 19, President Jay C. Hormel commenting on this situation said:

Reasons for Results

"Due to narrow spread between price of live animals and price of the product they produced, and due to higher taxes and greater operating costs caused by increased wages and restricted volume, actual day-by-day operations throughout this year have not been profitable. However, a company engaged in the packing business must at all times have on hand substantial quantities of meat in the process of cure and distribution. The very ownership of this inventory is a substantial factor in earnings on a rising market, such as we have had during the past 24 months, or it may cause a substantial loss, as it did during the year 1931."

In setting up its financial report, the company made substantial reserves for contingencies. All known bad debts were charged off in full, as were losses on capital assets scrapped or disposed of. Depreciation on plant and equipment was placed at \$269,297.11. Continuing high taxes were provided for.

Attention was called to the fact that had taxes under the new federal social security bill, which do not begin to accrue until 1936, and those for unemployment insurance which begins in 1937, been effective this year the company's tax bill would have been increased by a quarter of a million dollars.

Net worth of the company at \$9,286,438.02 shows an increase of \$57,117.25 over the previous year, and net quick assets at \$4,162,813.85 an increase of \$159,243.49.

Under the straight-time plan of the company—which permits the employee to receive a fixed pay check each week,

working shorter hours when work is slack, and making it up by working longer hours when work is plentiful—all but 1,025 of the company's 3,441 employees were under this plan.

Hog Processing Tax Burden

Hog processing taxes have taken a heavy toll. Since the inception of the tax the company has paid \$8,172,245.08, "which is an amount approximately equal to 88 per cent of the total capital and surplus of the company," president Hormel said.

Income and surplus summary for the 52 weeks ended October 26, 1935:

INCOME AND SURPLUS.		
Net Sales	\$47,641,333.47	
Deduct:		
Cost of goods sold (including federal processing taxes of \$4,324,077.39) sell- ing, administrative and general ex- penses	\$46,519,537.06	
Provision for depre- ciation	269,297.11	
Other charges — in- terest and misc. less misc. income	21,907.51	46,810,831.68
	\$ 830,501.79	
Subsidiary company loss applicable to minor- ity interest	8,620.80	
	\$ 830,122.59	
Income taxes:		
Provision for current period—est.	160,155.00	
Additional assessment for prior period ..	24,260.23	184,415.23
	\$ 654,707.36	
Dividends on preferred stocks	92,260.69	
Profit applicable to common stock	562,437.67	
Dividends on common stock	476,530.75	
	\$ 85,906.92	
Stock adjustment	4,890.48	
Net addition to sur- plus	\$ 81,016.44	
Surplus, Oct. 29, 1934	1,797,704.85	
Surplus, October 26, 1935 (of which \$270,769.08 is re- stricted on account of capital stock in treasury)		\$ 1,578,721.29

Officers are Jay C. Hormel, president; Geo. A. Hormel, chairman of the board; Ben F. Hormel, senior vice-president; H. H. Corey, vice-president packing division; R. H. Daigneau, vice-president abattoir division; E. N. Sturman, vice-president "Flavor-Sealed" division; John G. Hormel, secretary; M. F. Dugan, treasurer.

FINANCIAL NOTES

Directors of John Morrell & Co., Inc., Ottumwa, Ia., have declared a regular quarterly dividend of 60 cents a share on common stock, payable December 14 to stockholders of record on November 30.

A quarterly dividend of \$1.50 and an extra dividend of 25 cents have been declared on common stock of Great Atlantic and Pacific Tea Co. A quarterly payment of \$1.75 has been declared on preferred. Dividends are payable December 1 on stock of record November 22.

First National Stores reports net income of \$804,854 for 3 months ended September 28, equivalent to earnings of 93 cents per share, against \$1.12 per share in corresponding period of 1934.

Libby, McNeill & Libby has declared a dividend of \$3 per share on outstanding preferred stock, payable January 1 to shareholders of record on Dec. 20.

WEST-EAST RATE COMPLAINT

Armour and Company has filed complaint with the Interstate Commerce Commission against the Akron, Canton & Youngstown R. R. et al., docket 27161, involving freight rates on fresh and slightly salted meats from Iowa, Nebraska, Missouri and Kansas points to Indiana, Ohio, Pennsylvania, New York and West Virginia destinations. The complaint charges the carriers did not publish any joint through rates between December, 1931, and April, 1935, but provided that lowest combination rate by any route should apply to shipments by all routes crossing Mississippi river between Dubuque, Ia., and St. Louis, Mo. A similar complaint by Swift & Company under the same docket is scheduled for hearing in Chicago on November 25.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, November 20, 1935, or nearest previous date:

	Sales.	High.	Low.	—Close.—
	Week ended Nov. 20.	Nov. 20.	Nov. 20.	Nov. Nov. 20. 13.*
Amal. Leather..	2,500	31%	31%	31%
Do. Pfd.	900	35%	35%	35%
Amer. H. & L. 9,700	4%	4%	4%	4%
Do. Pfd.	1,000	34%	33%	34%
Amer. Stores... 1,700	35%	35%	35%	35%
Armour Ill.	47,100	5	4%	4%
Do. Pr. Pfd. 4,500	65%	65%	65%	65%
Do. Del. Pfd. 500	108%	108%	108%	107%
Baltimore Pack. 4,400	90	90	90	90
Bohneck H. C. 1,800	8%	8%	8%	8%
Do. Pfd.				45
Chick. Co. Oil. 1,900	27%	27	27	27%
Childs Co.	3,700	5%	5%	5%
Cudahy Pack. 4,100	40%	40%	40%	40%
First Nat. Strs. 8,900	45	44%	44%	46
Gen. Foods ... 21,500	34	33%	33%	32%
Gobel Co. 10,300	3%	2%	3	2%
Gr.A.&P.1stPfd. 80	130%	130	130	128
Do. New 70	132	132	132	131%
Highgrade Prod. 3,000	31	30	30	30
Kroger G. & B. 23,800	21%	21%	21%	21%
Libby McNeil. 9,600	10	9%	9%	8%
Mickelberry Co. 2,400	2%	2%	2%	2%
M. & H. Pfd. 190	4%	4%	4%	4%
Morrell & Co... 800	49%	48%	48%	55
Nat. Leather.... 3,750	1%	1%	1%	1%
Nat. Tea..... 16,600	10	9%	9%	9%
Proc. & Gamb. 11,800	48%	47%	47%	48%
Do. Pr. Pfd. 1,030	121	121	121	120
Rath Pack....				24
Safeway Strs... 10,700	34%	33%	33%	34
Do. 6% Pfd. 130	108	108	108	108%
Do. 6% Pfd. 240	108%	108	108	110%
Stahl Meyer				6%
Swift & Co. 20,700	10%	10%	10%	10%
Do. Int'l. 7,200	31	30%	31	29%
Truus Pork....				6%
U. S. Leather. 3,100	8%	8	8	8%
Do. A. 6,900	14%	14	14	14
Do. Pr. Pfd. 400	67%	67%	67%	68
Wesson Oil ... 15,900	54%	52	52%	52%
Do. Pfd. 300	83%	83%	83%	84%
Wilson & Co. 59,300	7%	7%	7%	7%
Do. Pfd. 3,300	74%	74	74	73%

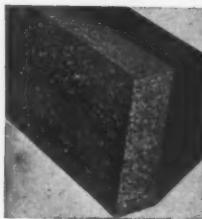
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INSULATION

*- Only as good
as its installation*

Condensation always results in inefficient insulation and ultimate disintegration of the insulation itself. It is avoidable, however, by proper planning and execution of the installation. Our experienced experts will give you common sense methods to follow to avoid air-cracks, decay spots and other failure places that attract moisture and conduct heat. They will also gladly check up your present installation. The breakdown of insulation is gradual...machines running a little longer every day...greater power bills. Even if you believe your insulation is efficient it is good business to ask for this check up. It costs you nothing and may save you a lot of money.

UNITED CORK COMPANIES LYNDHURST, NEW JERSEY



UNITED'S CORK-BOARD is 100% pure corkboard, made to U.S. Bureau of Standards' specifications.

Manufacturers and Erectors of Cork Insulation

SALES OFFICES AND WAREHOUSES: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass., Albany, N.Y.

We are interested in receiving data on

Please have your nearest sales office communicate with us.

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Firm _____

Address _____

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N.P.11

"C-B" Cold Storage Door

**The Better Door
That Costs No More**

The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

Heavier "C-B" hinges and the new "C-B" fastener, which were especially designed for Cold Storage Door use, are also new and exclusive improvements found only in use on "C-B" Cold Storage Doors.

Write for the "C-B" Cold Storage Door catalog. Get full and complete information.

The Cincinnati Butchers' Supply Corporation
824 Exchange Ave., U. S. Yards 1972-2008 Central Ave.,
CHICAGO, ILL. CINCINNATI, OHIO



The Modern COMMERCIAL BODY COOLING UNIT

Used by Leading Packers
for Route Deliveries

Now in Third Year

**THEURER
WAGON WORKS, INC.
INSULATED—REFRIGERATED
COMMERCIAL BODIES**
New York City North Bergen, N.J.

**YOUR FORD DEALER INVITES YOU
TO MAKE YOUR OWN "ON-THE-JOB"
TEST OF V-8 ECONOMY AND V-8
PERFORMANCE WITHOUT OBLIGATION**

**FORD V-8
TRUCKS AND COMMERCIAL CARS**



REFRIGERATION and Air Conditioning



Mistakes Cost Money

One Packer's Refrigeration Loss Through Lack of Expert Advice

A PACKER who purchases power for equipment operation recently installed a new ammonia compressor. The machine functions perfectly, and no doubt will continue to do so. It is efficient and produces a ton of refrigeration at a low power cost. So far as its purchase is concerned the investment was a good one.

But in planning installation of this machine a serious mistake was made which will cost this packer a considerable sum of money each year until the error is corrected. The compressor is driven by a synchronous motor. It should have been connected to a steam engine.

All of the equipment in this plant, including the ammonia compressors, is motor-driven, a fact in which this packer takes considerable pride. There is not available, therefore, any exhaust steam for processing, although the demand for low pressure steam (3 to 5 lbs.) for cooking and building and water heating is large. This low pressure steam is secured from the high pressure steam lines through pressure reducing valves.

What Should Have Been Done

Had this packer planned to drive the new compressor with a steam engine he would have saved approximately the cost of the electric power now required to operate it. In that event refrigeration would have been produced as a by-product of the processing steam demand.

What would have happened is this: The engine would have taken the place of a pressure-reducing valve. Steam passed through it would have been reduced in pressure from 150 to 3 lbs. At this latter pressure it would have been available for processing.

But in reducing the steam pressure from 150 lbs. to 3 lbs.—an operation now performed with reducing valves, with no useful work resulting—the packer would have produced power to drive the ammonia compressor. The saving would have been approximately what this packer is now paying for electric power to drive the machine, less fixed charges on the investment in a steam engine.

This is another illustration of the manner in which packers can make costly mistakes when they make decisions without expert advice. The money this packer will lose in a short

time would pay the nominal charge any competent consulting engineer would have made for an opinion.

REFRIGERATION NOTES

W. G. Burch, J. O. Burch and E. C. Morris are building cold storage plant at Jasper, Fla. Estimated cost, \$15,000.

E. G. Commons, Inc., Wendell, Idaho, plans to build new packing plant, including cold storage room.

Exeter Fruit Association, Exeter, Calif., has let contract for cold storage plant. Approximate cost, \$35,000.

Pure Ice Co., Luverne, Minn., is erecting new cold storage building. A. P. Fitzer is owner and manager.

B. P. Ferriday, manager, Columbus Ice Co., Columbus, Miss., recently announced opening of meat curing room.

Community Ice Co., Windsor, Mo., is making alterations in N. Main st. plant. Enlargement will house new cold storage room.

Garver & Graham Meat Co., Silverton, Ore., has opened cold storage plant.

Jasper Ice Co., Jasper, Tex., is erecting addition for meat curing purposes.

TEN SAUSAGE COMMANDMENTS

What is the weakest link in the chain of sausage selling? If, as some sausage manufacturers believe, it is what happens to the product after it reaches the retail store, then the following analysis developed by Transparent Package Company, Chicago, makers of "Tee-Pak" casings, may prove of benefit in bolstering up the merchandising job done by the retail dealer.

In the belief that leaders of sausage manufacturers and retail dealers were capable of proposing solutions for the selling problems on sausage, representatives of "Tee-Pak" casings attended many state and national conventions of retail dealers and sausage manufacturers, including the convention of the Institute of American Meat Packers recently held at the Drake hotel in Chicago. Out of a great mass of talks presented by leaders among retailers and manufacturers, it became possible to evolve a chart showing the ten basic factors essential to building up sales and profits on quality sausage products. These ten basic factors, as listed by Transparent Package Company in a recent announcement in THE NATIONAL PROVISIONER, are as follows:

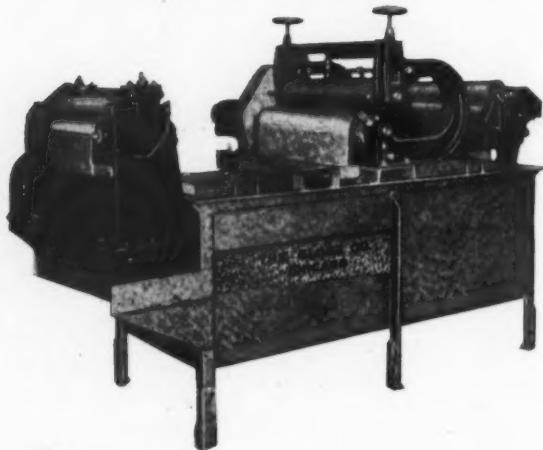
1. Quantity
2. Variety
3. Location and Display
4. Sampling
5. Quality
6. Signs
7. Who made it?
8. What's in it?
9. How to use it.
10. Personal effort.

These ten factors briefly described are analyzed on a copyrighted chart which the Transparent Package Company, 1019-25 West 35th st., Chicago, will be glad to supply to any sausage manufacturer on request.

WANT A GOOD MAN?

Superintendent, foreman, sausage-maker—if you need one, you can get in touch with him in a hurry through the "Classified" pages of THE NATIONAL PROVISIONER.

A COMPLETE UNIT for Fresh Cleaning Casings



Capacity:
200 Sets of Hog Casings
per Hour

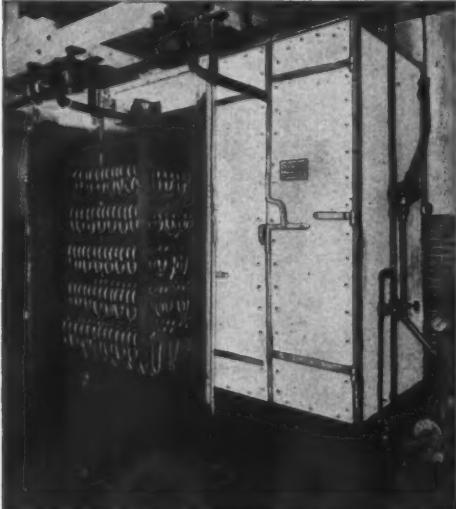
THE GLOBE CO.

818-28 W. 36th Street
CHICAGO, ILLINOIS

Complete Equipment for Meat Packers and Sausage Manufacturers

*This new GLOBE UNIT belongs in
your plant. Get the details today!*

WHAT WILL IT DO? WHY SHOULD I USE IT?



JOURDAN PROCESS COOKER

Manufactured under the following patents: No. 1,690,449 dated Nov. 6, 1928, and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

Hundreds of Sausage Manufacturers Have Asked These Questions

And hundreds of sausage manufacturers have installed the Jourdan Process Cooker in their plants because the results are unusual, because the costs of operation are substantially lower than any other method.

You've probably been asking these same questions of yourself. We would welcome the opportunity of answering your questions, showing you what the Jourdan Process Cooker will do, and giving definite reasons why this equipment should be in your plant.

Give us the opportunity, now, of showing you the solution to your sausage cooking problems.

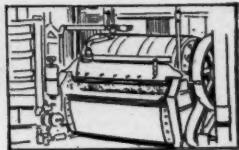
Write today!

JOURDAN PROCESS COOKER CO.
814-832 West 20th St. Chicago, Illinois

LARD	BAKED HAM
BELLIES	11@12%
HAMS	20@21%
LOINS	11@12%
BUTTS	11@12%

Provisions and Lard

Weekly Market Review



Market Irregular—Undertone Firm—er—Hog Run Moderate—Cash Trade Fairly Good—Lard Stocks Continue to Decrease—Hogs Firm.

Market for hog products backed and filled the past week moving rather rapidly both ways. Lard scored a rally of $\frac{1}{2} @ \frac{1}{4}$ c lb. followed by a setback of $\frac{1}{4} @ \frac{1}{4}$ c. Market subsequently firmed again. A lighter hog run for a time and a firmer hog market, together with strength in grains, served to bring about some increase in speculative absorption and some covering.

Top hogs moved up to 9.70c. Scattered realizing and some hedge pressure in lard was apparent, but the market, even on setbacks, displayed more resistance to declines. Latter was due to a further decrease in the already small lard stocks at Chicago.

There was no pressure of lard on the market, and hedge selling was small. This encouraged those who look favorably on the edible fat situation. A steady to firm tone in cotton oil and a higher market in butter came in for some consideration. The main feature in hog products was the small daily hog marketings. These continued materially below last year.

Chicago Lard Stocks Decrease

There are few who see any material increase in hog marketings for the next several months. From a supply standpoint, therefore, the market is in satisfactory shape. Demand outlook is somewhat of a question, but those bullish inclined contend that prospects are consumer demand will be as large at least as that experienced the past several months.

Stocks of lard at Chicago during the first half of November decreased 1,207,000 lbs. They now total only 12,371,000 lbs., compared with 65,264,000 lbs. the same time last year.

Average price of hogs at Chicago at outset of week was 9.45c, 5.70c a year ago, 4.15c two years ago, and 3.35c three years ago.

Average weight of hogs received at Chicago last week was 227 lbs., against 232 lbs. the previous week, 217 lbs. a year ago, and 229 lbs. two years ago.

Hog Receipts Down

Receipts of hogs at Western packing points last week totaled 214,300 head, against 261,600 head the previous week and 566,825 head the same week last year.

Receipts of hogs at 62 United States markets during October totaled 1,651,

581 head, against 2,807,388 head the same month last year, a decrease of 41.2 per cent. Hog receipts for 10 months ended with October totaled 15,855,016 head, against 27,362,468 head the same time the previous year, a decrease of 42.1 per cent.

Exports of lard official for week ended November 9, totaled 1,591,000 lbs., practically all of which went to the United Kingdom, compared with 5,527,000 lbs. the same week last year. Lard exports from January 1 to November 9 totaled 82,887,000 lbs., against 407,184,000 lbs. the same time the previous year.

PORK—Demand was fair at New York, but market was easier. Mess was quoted at \$36.37 $\frac{1}{2}$ per barrel; family, \$36.37 $\frac{1}{2}$ per barrel; fat backs, \$34.37 $\frac{1}{2}$ @ \$37.37 $\frac{1}{2}$ per barrel.

LARD—Demand was fair and market steady at New York. Prime western was quoted at 13.90 to 14c; middle western, 13.90@14c; city tierces, 13 $\frac{1}{2}$ c; tubs, 14 $\frac{1}{4}$ c; refined Continent, 14% @ 14 $\frac{1}{2}$ c; South America, 14 $\frac{1}{2}$ @14 $\frac{1}{4}$ c; Brazil kegs, 14% @ 14 $\frac{1}{4}$ c; compound, car lots, 12 $\frac{1}{4}$ c; smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 22 $\frac{1}{2}$ c under December; loose lard, 35c under December; leaf lard, 35c under December.

(See page 32 for later markets.)

BEEF—Market was firm at New York, with demand fairly good. Mess was nominal; packer, nominal; family, \$23.50@24.50 per barrel; extra India mess, nominal.

CURED PORK PRICES

Prices at Chicago, October, 1935:

	Oct.	Sept.	Oct.	
	1935.	1935.	1934.	
Hams, smoked, reg. No. 1—				
8-10 lbs. avg.....	\$28.02	\$28.18	\$19.65	
10-12 lbs. avg.....	27.97	28.12	18.45	
12-14 lbs. avg.....	27.00	27.50	10.00	
14-16 lbs. avg.....	26.65	27.19	19.55	
Hams, smoked, reg. No. 2—				
8-10 lbs. avg.....	25.50	26.44	17.95	
10-12 lbs. avg.....	25.50	26.47	17.20	
12-14 lbs. avg.....	26.50	26.47	17.20	
14-16 lbs. avg.....	....	17.10		
Hams, smoked, skinned, No. 1—				
16-18 lbs. avg.....	25.57	28.12	20.80	
18-20 lbs. avg.....	25.10	26.12	20.15	
Hams, smoked, skinned, No. 2—				
16-18 lbs. avg.....	25.12	27.44	18.70	
18-20 lbs. avg.....	23.15	24.56	18.52	
Bacon, smoked, No. 1 dry cure—				
6-8 lbs. avg.....	33.75	34.04	24.40	
8-10 lbs. avg.....	31.95	33.47	23.68	
Bacon, smoked, No. 1 S. P. cure—				
8-10 lbs. avg.....	29.05	31.60	21.27	
10-12 lbs. avg.....	....	31.34	20.82	
Picnics, smoked, 4-8 lbs. avg.....	19.82	20.88	12.98	
Backs, dry salt, 12-14 lbs. avg.....	18.10	17.05	12.90	
Lard:				
Refined, H. W. tubs.....	16.00	16.97	10.88	
Substitutes.....	13.00	13.18	10.32	
Refined, 1 lb. cartons.....	16.50	17.47	11.38	

CURED PORK IMPORTS GROW

(Special Wire to The National Provisioner.)

New York, Nov. 22, 1935.

Cured pork came into New York in considerable volume during the week ended November 21, from a number of foreign countries. Imports included 4,073 lbs. of bacon and 797 lbs. of sausage from Canada; 3,306 lbs. of smoked sausage from Argentina; 661 lbs. of bacon and 598 lbs. of cooked ham from Lithuania; 5,525 lbs. of S. P. pork butts and 10,724 lbs. of S. P. hams from Brazil.

Canada sent 23,852 lbs. of chilled beef and imports of South American canned meat totaled 573,462 lbs. No beef has been brought in from New Zealand recently but considerable high score butter is being imported. About 5,000 lbs. of cured beef trimmings came in from the Argentine during the week.

MEAT IMPORTS AT NEW YORK

For week ended Nov. 16, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Smoked sausage	12,121 lbs.	
Argentina—Canned corned beef.....	2,052 lbs.	
Brazil—Dry salt bellies.....	8,426 lbs.	
Brazil—Sweet pickle hams.....	17,011 lbs.	
Brazil—Canned corned beef.....	180,000 lbs.	
Canada—Smoked bacon	3,728 lbs.	
Canada—Sausage	920 lbs.	
Canada—Fresh chilled pork cuts.....	5,576 lbs.	
Cuba—Frozen beef tenderloin.....	2,530 lbs.	
England—Smoked bacon	14,577 lbs.	
England—Meat paste	495 lbs.	
Germany—Bouillon	638 lbs.	
Hungary—Smoked sausage	1,653 lbs.	
Irish Free State—Smoked bacon	27,362 lbs.	
Irish Free State—Smoked ham	3,846 lbs.	
Italy—Smoked sausage	1,455 lbs.	
Italy—Smoked ham	1,095 lbs.	
Norway—Meat balls	233 lbs.	
Norway—Liverpaste	714 lbs.	
Norway—Sheep sausage	277 lbs.	
Poland—Cooked ham	122,368 lbs.	
Poland—Smoked bacon	25,028 lbs.	
Poland—Cooked sausage	3,762 lbs.	
Sweden—Liverpaste	285 lbs.	
Uruguay—Edible tallow	56,242 lbs.	

CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended Nov. 16, 1935:

	Week	Previous week.	Same week, '34.
Cured Meats, lbs..	14,248,000	15,703,000	19,843,000
Fresh Meats, lbs..	42,218,000	48,509,000	56,395,000
Lard, lbs.....	2,491,000	3,001,000	6,915,000

LARD AND GREASE EXPORTS

Exports of lard from New York City, Nov. 1, 1935, to Nov. 20, 1935, totaled 1,354,776 lbs.; greases, 204,400 lbs.; tallow, 9,600 lbs.; stearine, 25,600 lbs.



Better LOAVES AND SAUSAGES

THESSE advantages are yours when you use Hallmark KreemKo Sausage Flour:

- 1. Reduced cost — increased yield.
- 2. Improved flavor and appearance.
- 3. A plumper sausage — juices absorbed and held.
- 4. More nutritious loaves and sausages.
- 5. Better texture and slicing quality.
- 6. Less danger of souring in warm weather.

May we prove it to you without obligation?

HALLMARK KREEMKO SAUSAGE FLOUR IS MADE BY ALLIED MILLS, INC.

WRITE TODAY
FOR
FREE
PARTICULARS

Distributed exclusively by
STEIN, HALL MFG. CO.
2841 So. Ashland Ave.
CHICAGO, ILL.
STEIN, HALL & CO., INC.
285 Madison Ave.
NEW YORK, N. Y.

SALES OFFICES
IN ALL
PRINCIPAL
CITIES



Man, How That Lard Sparkled!

"I thought it was just another one of these new fangled ideas," said the old Lard Refiner, "when the boss sprung this NUCHAR on me; but say, I don't know how we ever got along without it. I used to just heat a kettle up good and hot; throw a slug of Fullers earth in and shoot her through the press. The hotter it went through the quicker it filtered. We used air to stir with, too; mighty convenient and it helped dry the lard; but lord, how it soaked up oxygen; didn't half clarify either. I thought rancidity was an act of God," he laughed. "Now we know that when it soaks up enough oxygen it goes rancid, and if we use NUCHAR, and don't filter so hot, the lard soaks up no oxygen, and it keeps sweet almost forever. Clear? Man, how it sparkles! NUCHAR just naturally pulls all the gluey stuff out of it."

NUCHAR

Write for full information to

INDUSTRIAL CHEMICAL SALES CO., INC.

203 Park Avenue
New York, N. Y.

205 W. Wacker Drive
Chicago, Illinois

418 Schofield Building
Cleveland, Ohio

CHOOSE STANGE FOR RESULTS

BUY SEASONINGS on a performance basis, with results the major consideration. This is the wisest way — and the safest!

Compare Dry Essence of Natural Spices, and judge them with results in mind — you'll find they season better, give more uniform flavor distribution. They never discolor, speck or spot the product. They give attractive appearance and finer quality. They make sausage and specialties taste better, sell better. Write for samples!

WM. J. STANGE CO.
2536-40 Monroe St., Chicago

WESTERN BRANCH:
928 E. 3rd St., Los Angeles, Calif.



PEACOCK BRAND

Heavy Weight Hogs Cut Out to Best Advantage

THE general situation in the hog and pork products markets during the first four days of the current week was little changed from last week. Hog cut-out losses show up considerably better, however, the result of a more equitable adjustment between hog prices and product values.

Hog costs to packers averaged 7 to 24c per cwt. higher compared with the same time a week earlier, much of the

increase being the result of a considerably stronger market on Thursday. Medium averages were again considered to be worth the most, although, as has been the case for several weeks, product from these weights did not bring as much as that from heavier weights. Better consumer demand boosted product values from 36 to 52c per cwt. above those prevailing during the first four days of last week, resulting in cut-out

losses from 12 to 43c per cwt. less than those last week.

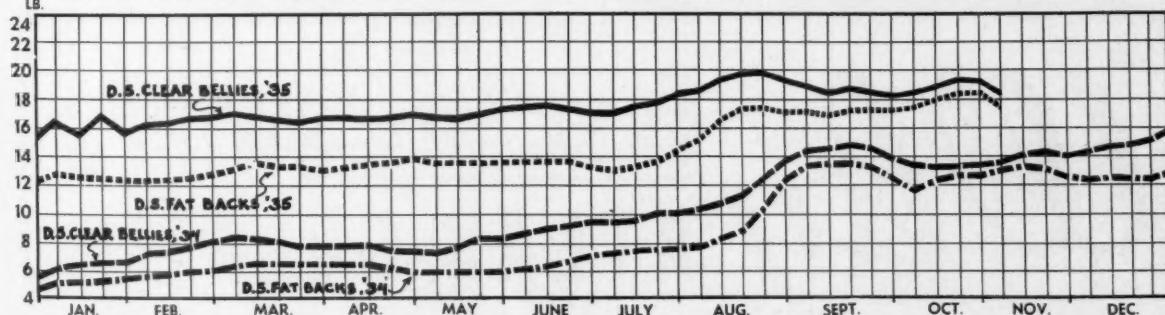
The following test is worked out on the basis of live hog costs and green product values at Chicago during the first four days of the current week, average costs and credits being used. The figures apply to Chicago only. In other sections of the country local costs and credits should be substituted for those shown here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	18%	\$ 2.62	13.70	18%	\$ 2.57	13.30	18%	\$ 2.48
Picnics.....	5.50	15%	.83	5.30	14%	.78	5.00	18%	.69
Boston butts.....	4.00	18%	.73	4.00	18%	.73	4.00	18%	.73
Loins (blade in).....	9.70	21%	2.05	9.30	20%	1.92	8.80	19%	1.73
Bellies, S. P.....	11.00	20%	2.28	8.70	19%	1.73	3.50	19%	.69
Bellies, D. S.....	....	....	....	3.00	18%	.56	9.00	18%	1.64
Fat backs.....	1.50	11%	.18	3.50	13%	.47	5.00	16.0	.80
Plates and jowls.....	2.50	12%	.32	2.50	12%	.32	3.30	12%	.42
Raw leaf.....	2.00	12%	.25	2.10	12%	.26	2.20	12%	.27
P. S. lard, rend. wt.....	11.90	13%	1.56	11.60	13%	1.52	11.20	13%	1.47
Spareribs.....	1.50	17%	.26	1.50	17%	.26	1.50	17%	.26
Trimmings.....	3.00	14%	.43	2.80	14%	.40	2.70	14%	.39
Feet, tails, neckbones.....	2.00	....	.12	2.00	....	.12	2.00	....	.12
Offal and misc.....	....	....	.40	....	....	.40	....	....	.40
TOTAL YIELD AND VALUE.....	68.50		\$12.03	70.00		\$12.04	71.50		\$12.09
Cost of hogs per cwt.....			\$ 9.54			\$ 9.55			\$ 9.54
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.60			.54			.51
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT. ALIVE.....			\$12.44			\$12.39			\$12.35
TOTAL VALUE.....			12.03			12.04			12.09
Loss per cwt.....			.41			.35			.26
Loss per hog.....			\$.82			\$.84			\$.73

C'LTS PER LB. D. S. CLEAR BELLIES (20-25 lb. av.) & D. S. FAT BACKS (12-14 lb. av.)



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows price trends of D. S. clear bellies and D. S. fat backs for the first 10½ months of 1935 compared with the same period last year.

Prices of both D. S. clear bellies and D. S. fat backs declined rather sharply during the first week of November, and the price spread between these two cuts, which has been rather wide since the first of the year, narrowed to the smallest in twelve months. The narrowest price spread last year also occurred in November.

Why Packers are Using ACTION-AIR in Egg-Freeze Coolers

Distributors
in
Principal
Cities

WITH the scientifically controlled air currents and the lower temperature which Action-Air produces, the egg containers are frozen much faster and the time of complete penetration greatly reduced. No change in the refrigeration equipment is required.

Action-Air is also proving a profitable investment in poultry-freeze coolers. The time required to freeze the bird is materially reduced. The resulting quick freezing greatly improves the texture of the meat.

These are only two ways in which Action-Air is making money for packers. There are many more. Correspondence invited.

The BROWN Corp. 105 Chester St., Syracuse, N.Y.



TALKS ON
SEASONING
by
H.J. Mayer

The Mayer Organization specializes in the production of fine seasonings and curing materials. This is our sole business. And the sole reason for our success is that we make a better product that builds better profits for our customers!



The Man Who Knows

Gray PORK SAUSAGE

There's only one main cause for gray pork sausage — *old age!* And there's only one real cure for this trouble—*make a pork sausage that sells!*

The way to do this is to give your pork sausage such appetizing, delicious flavor that consumers will buy it and come back for more. Use the right seasoning, give your product the right flavor to appeal to your class of trade. You can do this economically with MAYER Seasoning. There is a blend that will especially appeal to your customers! Ask about it!

And remember that the Mayer Organization stands ready at any time to assist you in getting greater volume and better profits. No obligation!

Let us help you!

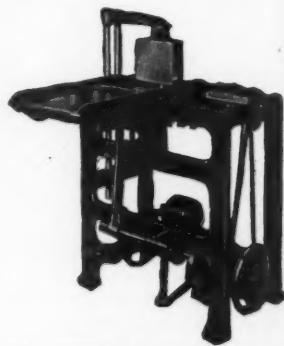
H.J. MAYER & SONS CO.
6819-27 S. Ashland Avenue, Chicago, Illinois
CANADIAN PLANT, WINDSOR, ONTARIO

Cut Packaging Costs THIS 1-2-3 WAY!

1.
Compare your
packaging
costs.

2.
Ask for a
PETERS
survey.

3.
Put PETERS
equipment to
work for you.



This PETERS Junior Forming and Lining Machine handles 35 to 40 cartons per minute, requires but one operator. Pays for itself through savings! PETERS Packaging Machines available for every production requirement. Write for details!

PETERS
MACHINERY CO.
4700 Ravenswood Avenue, Chicago

Why You Should Use SWIFT'S
ATLAS GELATIN

• PURE

Meets all state and federal pure food regulations.

• HIGH TEST

. . . Because of this high jelly strength, it is economical to use.

• TASTELESS

So that the true meat flavor is not obscured.

• TRANSPARENT

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES

Based on actual carlot trading Thursday,
November 21, 1935.

REGULAR HAMS.

	Green.	*S.P.	Open.	High.	Low.	Close.
8-10	20½	23½	12.72½-75	12.95	12.72½	12.95
10-12	20	23½	12.50-55	12.80	12.50	12.75
12-14	19½	22½	12.45	12.55	12.45	12.55b
14-16	19½	22½	12.47½	12.70	12.47½	12.67½b
16-18 range	19½	...	...	...	...	12.37½b

BOILING HAMS.

	Green.	*S.P.	Open.	High.	Low.	Close.
16-18	19½	20	...	...	...	...
18-20	19½	20	...	...	...	...
20-22	19½	19½	...	...	...	...
16-22 range	19½	...	...	...	...	...

SKINNED HAMS.

	Green.	*S.P.	Open.	High.	Low.	Close.
10-12	20%	22	...	...	...	...
12-14	20%	22	...	...	...	...
14-16	19½	20%	...	...	...	...
16-18	18½	19½	...	...	...	...
18-20	17½	18	...	...	...	...
20-22	17½	17	...	...	...	...
22-24	17½	16½	...	...	...	...
24-26	17½	16½	...	...	...	...
25-30	17	16	...	...	...	...
30-35	16½	15%	...	...	...	...

PICNICS.

	Green.	*S.P.	Open.	High.	Low.	Close.
4-6	16	16½	...	...	...	...
6-8	15	15½	...	...	...	...
8-10	14½	14½	...	...	...	...
10-12	14½	14½	...	...	...	...
12-14	14½	14½	...	...	...	...

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D.C.	Open.	High.	Low.	Close.
6-8	22	22½	...	...	...	...
8-10	21½	22½	...	...	...	...
10-12	21½	22½	...	...	...	...
12-14	21	22	...	...	...	...
14-16	20%	22	...	...	...	...
16-18	20%	21½	...	...	...	...

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.	Open.	High.	Low.	Close.
14-16	19	...	...	...	...	...
16-18	19	...	...	...	...	...
18-20	18%	...	...	...	...	...
20-25	18%	18½	...	...	...	...
25-30	18%	18½	...	...	...	...
30-35	18%	18½	...	...	...	...
35-40	18	18	...	...	...	...
40-50	17%	17½	...	...	...	...
50-60	17½	17½	...	...	...	...

D. S. FAT BACKS.

	12½	13½	14½	15½	16½	17½	18½
6-8
8-10
10-12
12-14
14-16
16-18
18-20
20-25

OTHER D. S. MEATS.

	17½n	17½n	17½n	17½n	17½n	17½n	17½n
Extra Short Clear	35-45	35-45	35-45	35-45	35-45	35-45	35-45
Extra Short Ribs	35-45	35-45	35-45	35-45	35-45	35-45	35-45
Regular Plates	6-8	6-8	6-8	6-8	6-8	6-8	6-8
Clear Plates	4-6	4-6	4-6	4-6	4-6	4-6	4-6
Jowl Butts	...	...	...	...	...	...	...
Green Square Jowls	...	...	...	...	...	...	...
Green Rough Jowls	...	...	...	...	...	...	...

LARD.

	13.52½n	13.25n	unquoted	15.00n	13.25n
Prime Steam, cash
Prime Steam, loose
Refined, neutral, N. Y.—Export
Neutral, in tierces
Raw Leaf

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Nov. 22, 1935, show exports from that country were as follows: To the United Kingdom, 92,157 quarters; to the Continent, 3,836 quarters. Exports the week ending Nov. 15 were: To England, 74,954 quarters; Continent, 5,874 quarters.

FUTURE PRICES

SATURDAY, NOVEMBER 16, 1935.

LARD—

	Open.	High.	Low.	Close.
Dec.	12.72½-75	12.95	12.72½	12.95
Jan.	12.50-55	12.80	12.50	12.75
Mar.	12.45	12.55	12.45	12.55b
July	12.47½	12.70	12.47½	12.67½b

CLEAR BELLIES—

No future quotations.

MONDAY, NOVEMBER 18, 1935.

LARD—

	Open.	High.	Low.	Close.
Dec.	12.60	12.65	12.57½	12.60
Jan.	12.55	12.55	12.50	12.50b
Mar.	12.70	12.70	12.45	12.45
May	12.67½	12.40	12.42½	12.50x
July	...	...	...	12.25ax

CLEAR BELLIES—

No future quotations.

WEDNESDAY, NOVEMBER 20, 1935.

LARD—

	Open.	High.	Low.	Close.
Dec.	12.60	12.80	12.57½	12.65ax
Jan.	12.55	12.67½	12.55	12.60ax
Mar.	12.70	12.70	12.70	12.60b
May	12.37½	12.60	12.37½	12.50
July	12.25	12.40	12.25	12.40b

CLEAR BELLIES—

No future quotations.

FRIDAY, NOVEMBER 22, 1935.

LARD—

	Open.	High.	Low.	Close.
Dec.	12.80	12.87½	12.80	12.85ax
Jan.	12.70	12.77½	12.70	12.75
Mar.	12.70	12.70	12.40	12.47½b
May	12.65	12.67½	12.62½	12.62½
July	12.30	12.40	12.25	12.40b

CLEAR BELLIES—

No future quotations.

Key: ax, asked; b, bid; n, nominal; —, split.

OLD RATE CASES REOPENED

Interstate Commerce Commission has reopened I. & S. 2595 and a number of other packer freight rate cases involving charges on meats and packinghouse products to, from and between Southwestern and Western points. These cases are a part of the general controversy which has arisen between Eastern, Midwestern, Iowa and Missouri River packers. This dispute, which already involves much of the nation's meat and livestock rate structure, was discussed in THE NATIONAL PROVISIONER of October 19. One phase of it, involving meat rates from points West of the Mississippi River to points East of the Indiana line, will be the subject of commission hearings which begin in Chicago on November 25. These cases are covered by dockets 25143, I. & S. 4142 and 26970.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Nov. 16, 1935:

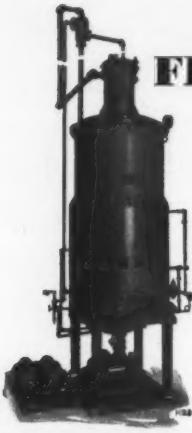
PORK.

	Week ended Nov. 16, 1935	Week ended Nov. 17, 1935	Nov. 16, 1935 to Nov. 17, 1935
Total	25	35	25
United Kingdom	25	25	25
Continent	...	10	...
BACON AND HAMS.			
	M lbs.	M lbs.	M lbs.
Total	706	1,200	2,176
United Kingdom	699	1,195	2,168
Continent	3	3	3
West Indies	4	5	5
LARD.			
	M lbs.	M lbs.	M lbs.
Total	2,076	3,873	4,200
United Kingdom	1,812	3,523	3,878
Continent	262	345	273
West Indies	2	5	49

TOTAL EXPORTS BY PORTS.

	Bacon and Hams, M lbs.	Lard, M lbs.
New York	25	65
Boston	...	15
Montreal	...	622
Halifax	4	2

	1935.	1934.	Increase.
--	-------	-------	-----------



The New
FRENCH COOKER

Interests You Because
IT OUTLASTS OTHER TYPES
REDUCES ODORS
COOKS QUICKLY,
EFFICIENTLY
OPERATES MORE EASILY
IS STURDILY BUILT

We invite your inquiries

**The French Oil Mill
Machinery Company**

Piqua Ohio

NEW PACKER SALES METHODS

(Continued from page 10.)

tailer when our sales records showed he was slipping. We like to think, however, that we did the constructive thing. Certainly we not only saved a customer, but we made it possible to sell him much more product each week. He calls on us frequently for merchandising advise, which we give him. The salesman on the territory tells me no store is better conducted.

"This is not an unusual case in our experience. I cite it because I am personally familiar with it. Our sales records show scores of retailers who are steadily increasing their purchases—not because business generally is getting better, or because consumer purchasing power is increasing, but for the reason that we have a direct interest in them and their volume, and are helping them to become better merchants and increase their profits.

New Sales Psychology

"We want new accounts, and all the profitable volume we can get. More and more, however, we are studying the effect that general solicitation has on our customers, and on their volume and profits.

"It may seem foolish for a packer to say this, but we see the time when all our production will be sold through a rather limited number of stores, and when we will not seek new outlets except such as will not compete with the

stores in which our products are on sale.

"Whether that time will come remains to be seen. It is a goal to strive for which may never be reached. But, in the meantime, by helping the retailer we will be helping ourselves.

Consumer Advertising

"Our immediate advertising plans do not contemplate extensive advertising to build consumer demand. In localities where retail store competition is keen, and a customer needs more assistance than can be given under our present set-up, consumer advertising may be done. Later we might find it advisable to spend more to build consumer demand.

"Building consumer demand as a regular policy probably will not be adopted, however, until we have progressed further in our plan to help the dealers. There is work in this direction to keep us busily employed for some time. However, money for consumer advertising is available should there be an apparent need for it to meet a counter attack in any of or all of our sales territories.

Studying Sales Results

"How seriously we are engaged in this work of helping ourselves by making better merchants of those who handle our products is indicated in the manner in which we judge salesmen's results.

"Formerly volume was all that counted in judging a salesman. Today volume without profit is out.

"Formerly we paid little attention to where the business came from, as long as the credit risk was good. Today we watch every customer's purchases. When they decrease we want to know the reason why. Unless they increase at a rate we consider reasonable, in view of the merchandising cooperation we are extending, the salesman is asked to explain. Helping the retailer expand is just as much a part of his job as selling meat.

"It takes but little figuring to show how a small regular increase in the volume in each store vitally affects the

**CRACKLINGS
TANKAGE • BLOOD
BONES • HOOFs**
Offerings Wanted
GEO. H. JACKLE
405 Lexington Avenue
NEW YORK

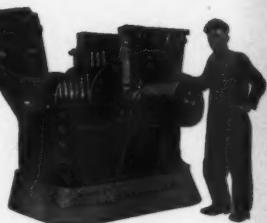
**50
YEARS**

Serving the Packing Industry

New type ball bearings and pulleys on Gruendler Equipment cut lubrication 90%, reduce power consumption 30%. Gruendler Hogs are fool-proof! Give more uniform results, quicker rendering, better yields. Gruendler Gut Hashers and Washers have latest design, most modern construction.

WRITE FOR BULLETIN!

WRITE!



There are Gruendler Crushers and Pulverizers for horns, hoofs, bones (dry and green), beef and lard cracklings, tankage and all by-products.

GRUENDLER CRUSHER & PULVERIZER CO.
2915 North Market St.
St. Louis, Missouri

packer who is directly responsible for bringing about the gain. Assume, for example, that a packer has 5,000 dealer customers, and that through the help he is able to give them each one increases his volume only 5 lbs. each week. At the end of the year, on an average, each retailer would then be selling 260 lbs. more per week, than he did in the same week a year earlier.

Small Increases Total Big Volume

"Such an increase per store would be small, but it would mean that each week the packer would be selling 1,500,000 lbs. more product than he sold during the corresponding week a year previously.

"We have many retailers who have increased volume in excess of 5 lbs. per week since we started to cooperate with them. Some have done better, some not so well. I have not struck an average, but I should guess that the gain per store is at a rate well in excess of 500 lbs. per year."

All this shows that the meat packer must modernize his merchandising as well as his plant if he expects to make a profit. He must stop thinking of volume alone, and stop treating his salesman as a tonnage slave. In fact, he may have to train up a new generation of salesmen to be real merchandisers.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

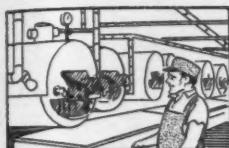
New York, November 20, 1935.

Quite a few cars of dried blood were sold at \$2.75 per unit of ammonia f.o.b. New York and the demand is very light.

Ground tankage sold at \$2.85 and 10c and ungrounded at \$2.60 and 10c, which are present asking prices.

Dry rendered tankage is a little lower in price than last year, and in general business is very quiet in packing-house by-products.

Watch the Classified Advertisements page for bargains in equipment.



Tallows and Greases

Weekly Market Review



TALLOW—A quiet trade featured market for tallow at New York the past week. Undertone was a little steadier, although prices were without change. Extra was quoted at 7c delivered, or 6½c f.o.b. Offerings appeared to have dried up somewhat on the decline, but market was still a little nervous over the lower South American market.

At New York, Argentine tallow was quoted at 6½c c.i.f., although it was felt bids ½c under that level would be accepted. Australian good mixed at New York was held at 6½c c.i.f., a figure that was considered relatively too high. South American tallow was sold in a fair way at 6½@6½c c.i.f.

It was estimated turnover in the New York market during the week ranged from 500,000 to 750,000 lbs. Last sales level was 6½c f.o.b. for extra.

There was a disposition in some quarters to look for a better demand from soapers the latter part of this or the early part of next month. Soapers' distribution of product has continued on a goodly scale.

At New York, special was quoted at 6½c; extra, 6½c f.o.b.; edible, 9½c f.o.b.

Tallow futures on the New York Produce Exchange were quiet during the week and showed little price change.

At Chicago, trading in tallow was quiet, but the market ruled steady. Producers were not pressing offerings. At Chicago, edible was quoted at 9½c; fancy, 7½@7¾c; prime packer, 7½@7½c; special, 6½@7c; No. 1, at 6½@6½c.

At Liverpool, Argentine beef tallow, November shipment, dropped 1s 3d during the week to 28s 9d. Australian good mixed at Liverpool, November shipment, was off 3d for week at 29s 9d. There was no London tallow auction this week.

STEARINE — A quiet and steady market featured stearine at New York the past week, prices showing no change. Oleo was quoted at 11½c nominal. At Chicago, trade was routine and market quotably unchanged. Oleo was priced at 10½@11c.

OLEO OIL—A fair demand featured this market at New York, and prices were slightly steadier. Extra was quoted at 13½@14½c; prime, 13½@13½c; lower grades, 12½@13½c. Trade was routine at Chicago, and market steady and unchanged. Extra was quoted at 13½c.

(See page 32 for later markets.)

LARD OIL—Demand was moderate at New York, and market averaged unchanged to ¼c lower than previous

week. No. 1 was quoted at 10c; No. 2, 9½c; extra, 12½c; extra No. 1, 10½c; prime, 17½c; winter strained, 12½c, all in barrels.

NEATSFOOT OIL — Demand was moderate at New York and market steady and unchanged. Cold pressed was quoted at 16½c; extra, 11½c; No. 1, 10½c; pure, 13c.

GREASES—Greases at New York continued quiet and easy the past week. Producers were reported seeking bids, while consumers were practically withdrawn and displaying no interest over the 6c level. Last business in yellow and house at New York was at 6½c, but there was a feeling that some quiet trading had been done. Demand was not aggressive, and producers were not pressing offerings.

At New York, yellow and house were quoted at 6½c; A white, 7c; B white, 6½c; choice white, 7½@8c.

At Chicago, there was quite a little activity in choice white grease and a fair to quiet trade in other grades. Undertone appeared steady. Brown was quoted at 5½c; yellow, 6½c; choice white, all hog, 8½@8½c.

BY-PRODUCTS MARKETS

Chicago, Nov. 20, 1935.

Blood.

Market for unground continues to be quoted at \$3.00, Chicago.

	Unit	Ammonia.
Ground	@32.95
Unground	@ 3.00

Digester Feed Tankage Materials.

Demand light and offerings limited.

Unground, 10 to 12% ammonia	\$2.75@3.00 & 10c
Unground, 8 to 12%	2.65@2.90 & 10c
Liquid stick	@2.25

Packinghouse Feeds.

Prices unchanged.

	Carlots.
Digester tankage meat meal 60%.....	\$45.00
Meat and bone scraps, 50%	@50.00
Steam bone meal, 65%, special feeding per ton	@32.50
Raw bone meal for feeding.....	@32.50

Dry Rendered Tankage.

Buying interest just about sufficient to absorb offerings.

Hard pressed and exp. unground	per unit protein	\$.75@ .77½
Soft, prsd. pork, ac. grease &	quality, ton	@55.00
'Soft prsd. beef, ac. grease & qual-	ity, ton	@47.00

Fertilizer Materials.

Buying inquiry light; but market steady.

High grd. tankage, ground, 10@12% am.	\$ @2.75 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Hoof meal	@ 2.75

Horns, Bones and Hoofs.

Prices largely nominal; trading slow and market not clearly established.

Horns, according to grade.....	\$50.00@80.00
Cattle hoofs	29.00@30.00
Junk bones	17.00@18.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meats (Fertilizer Grades).

Market featureless; prices unchanged.

Steam, ground, 3 & 50.....	\$17.00@18.00
Steam, unground, 3 & 50.....	16.00@17.00

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles; last sales at \$23.00.

Calf trimmings	@25.00
Sinews, plies	@ 19.00
Horn pits	@ 17.00
Cattle jaws, skulls and knuckles	23.00@ 24.00
Hide trimmings (new style)	@ 15.00
Hide trimmings (old style)	@ 18.00
Pig skin scraps and trim, per lb.	5½@ .06

Animal Hair.

Market rather slow. Quotations represent last sales.

Summer coll and field dried.....	2½@2½c
Winter coll, dried.....	3 @3½c
Processed, black, winter, per lb.	9½@10c
Processed, grey, winter, per lb.	8½@9c
Cattle switches, each*	1½@2½c

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, NOVEMBER 16, 1935.

High. Low. Close.

Dec.	.....	6.00n
Jan.	.....	6.75@7.05
Mar.	.....	6.75@7.05

MONDAY, NOVEMBER 18, 1935.

High. Low. Close.

Dec.	.....	6.00n
Jan.	.....	6.75@7.05
Mar.	.....	6.75@7.05

TUESDAY, NOVEMBER 19, 1935.

High. Low. Close.

Dec.	.....	6.00n
Jan.	.....	6.75@6.85
Mar.	.....	6.75@6.95

WEDNESDAY, NOVEMBER 20, 1935.

High. Low. Close.

Dec.	.....	6.00
Jan.	.....	6.75@6.90
Mar.	.....	6.75@6.95

THURSDAY, NOVEMBER 21, 1935.

High. Low. Close.

Dec.	.....	6.00n
Jan.	.....	6.70@6.95
Mar.	.....	6.80@7.05

FRIDAY, NOVEMBER 22, 1935.

High. Low. Close.

Dec.	.....	6.00n
Feb.	.....	6.70@7.05
Mar.	.....	6.75@7.10

No sales. Closing unchanged to 5 lower.

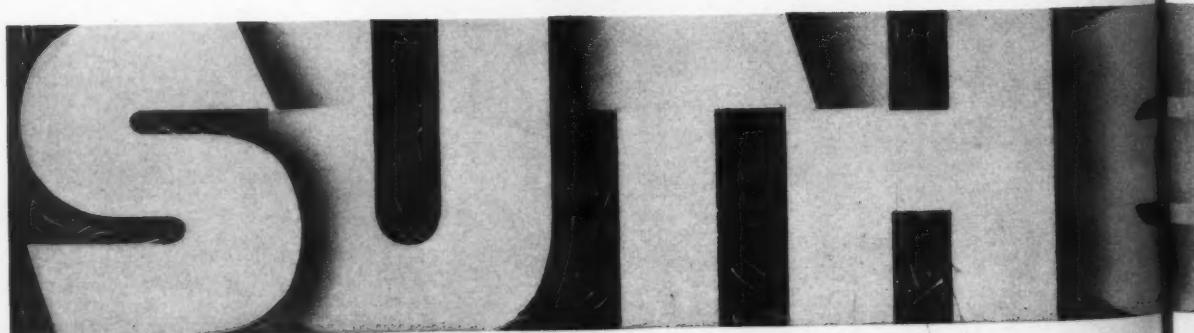
BUTCHERS TO ADD RENDERING

After more than a year's consideration the New York Butchers' Calfskin Association has decided to expand its activities to include collecting and rendering of fat, collections to be made throughout greater New York, Long Island and Westchester county. Members of the association are enthusiastic about this new plan to dispose of both their calfskins and fats on a cooperative

A
P
for



An attractive individual price card for each carton is provided at no extra cost. How can we do it? Simply by printing a harmonizing design on the part of the carton that has to be cut out to make room for the Cellophane window.



Private Showcase for Your Quality "FRANKS"



Packaged this new Sutherland way, "Franks" become excitingly attractive. They help the housewife solve the perplexing question—"What shall we have for dinner?" Through the Cellophane window your "Franks" look clean and appetizing. A strikingly different display that makes "Frank" sales jump. Send for samples and further merchandising information.



**SUTHERLAND PAPER CO.
KALAMAZOO, MICHIGAN**



basis. Plans similar to this have been carried out for years in Chicago, Milwaukee and other cities.

At the present time the association is negotiating for acquisition of a plant in Brooklyn, where new and modern equipment will be installed. In the meantime fats collected are being rendered in Secaucus, N. J., at the cooperative plant of the United Butchers' Rendering Corporation. Officers of the New York Association are O. Edward Jahrsdorfer, president; Albert Rosen, vice president; George Kramer, treasurer, and Joseph Rossman, secretary.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: November, 1935, to June 30, 1936, inclusive	@@ 24.00
Ammonium sulphate, double bags, per 100 lbs. f.o.b. New York	nominal
Blood dried, 16% per unit	@@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f.	@@ 36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soybean oil, per net ton; bulk Nov.-Dec.	@@ 23.50
in 200-lb. bags	@@ 24.80
in 100-lb. bags	@@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.85 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.60 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@@ 23.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@@ 8.00
Potash Salts.	
Manure salt, 30% bulk, per ton	@@ 14.40
Kainit, 20% bulk, per ton	@@ 11.00
Muriate in bulk, per ton	@@ 22.50
Sulphate in bags, per ton, basis 90%	@@ 33.75
Dry Rendered Tankage.	
50% unground	@@ .70
60% ground	@@ .70

WATCH YOUR GREASE TANK

Does your grease tank get items from your offal floor that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.

PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, September, 1935, with comparisons:

Average wt. per animal.	Per cent of live weight.			Production					
	Sept. 1, 1934, to Aug. 1935.	Sept., 1935,	Sept., 1935, to Aug. 1935.	Sept. 1, 1934, 1935.	Sept. 1, 1934, 1935.	Sept. 5 year 1935.	Sept., 1934, 1935.	Sept., 1935,	Sept., 1935, is of average.
Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	Pct.
Edible beef fat ¹	29.75	27.83	3.26	3.08	277,619	26,287	26,363	24,494	93.18
Edible beef offal	33.22	35.43	3.64	3.92	307,542	22,259	23,758	31,183	140.91
Cattle hides	61.63	60.00	6.76	6.64	578,478	47,917	52,512	53,147	110.91
Edible calf fat ¹	1.35	1.45	0.73	0.70	7,804	616	739	663	107.63
Edible calf offal	7.18	7.48	3.81	3.60	40,608	2,815	3,548	3,418	121.42
Lard ²	25.97	23.75	11.84	10.16	824,539	93,676	60,424	34,387	36.71
Edible hog offal	7.34	8.60	3.35	3.72	233,565	20,627	18,710	12,582	61.00
Porter trimmings	14.94	10.92	0.81	8.62	475,514	46,862	41,203	28,842	61.51
Inedible cattle grease ²	2.53	2.58	1.15	1.10	80,489	8,448	7,725	3,749	44.38
Sheep edible fat ¹	1.54	2.01	1.89	2.01	29,108	2,019	2,319	2,380	94.48
Sheep edible offal	2.19	2.50	2.63	2.82	37,861	3,125	2,851	3,654	115.73

¹Unrendered. ²Rendered.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 21, 1935.—Watchful waiting still prevails in cotton oil futures and spot markets, with fair upturn today. Crude firm 9¾c lb. bid, 9½c lb. asked f.o.b. mills, with latter expecting 10c lb. in a month or two. Bleachable steady 10½c lb. asked loose New Orleans. Today's ginnings report will likely be followed by further reduction in government December cotton crop estimate and hardening of prices.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 20, 1935.—Cottonseed meal was easier on hedging pressure which carried March delivery down to \$22.20 at close against early sales at \$22.65. January selling at \$22.00 and freely offered on this basis. Buying interest was only fair and market eased on lack of support. Sales overnight of actual at slight discounts from those early in the day were a weakening factor. Close registered declines for day of 25c to 55c.

Cottonseed oil was featureless and, while prices were somewhat higher earlier, market closed unchanged for the day.

TEXAS MARGARINE BILL KILLED

A bill which would have imposed an excise tax of 15 cents a pound on all margarine sold in Texas has been reported unfavorably by the committee on revenue and taxation of the Texas legislature. This is regarded as equivalent to killing the bill. Such action was not unexpected since in the bill the legislature was asked to impose indirectly a tax on its own cottonseed oil and beef fats. Bill was modeled after the Wisconsin margarine law which has aroused a storm of protest throughout the Southern states. Legislature's action preserves an important market for cottonseed oil and beef fats.

COTTON OIL TRADING

COTTONSEED OIL—Store oil offerings were light and steadily held at New York, but demand was only fair. Prices ruled steady with futures. South-east crude, 9¾c bid; Valley, 9¾c @ 9¾c; Texas, 9¾c sales and bid.

Market transactions at New York:

Friday, November 15, 1935.

	Sales.	Range	Closing	
	High.	Low.	Bid.	Asked.
Spot			a	
Nov.			1065	a Bid
Dec.	25	1079	1069	1079 a trad
Jan.	25	1080	1066	1080 a 79tr
Feb.			1075	a 1095
Mar.	65	1079	1070	1079 a 1080
Apr.			1075	a 1095
May	58	1080	1070	1079 a 1080
June			1083	a 1095

Saturday, November 16, 1935.

	Sales.	Range	Closing	
Spot			a	
Nov.			1065	a Bid
Dec.	9	1087	1076	1083 a 1082
Jan.	4	1085	1079	1080 a 1082
Feb.			1080 a 1095	
Mar.	22	1081	1078	1080 a 79tr
Apr.			1080 a 1095	
May	20	1081	1076	1081 a trad
June			1082 a 1090	

Monday, November 18, 1935.

	Sales.	Range	Closing	
Spot			a	
Nov.			1050	a Bid
Dec.	14	1077	1067	1067 a trad
Jan.	19	1074	1065	1063 a 1067
Feb.			1060 a 1075	
Mar.	10	1074	1063	1062 a 1064
Apr.			1060 a 1075	
May	41	1075	1061	1063 a 61tr
June			1062 a 1070	

Tuesday, November 19, 1935.

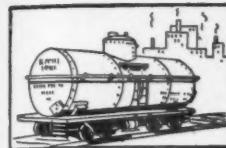
	Sales.	Range	Closing	
Spot			a	
Nov.			1040	a Bid
Dec.	31	1066	1055	1055 a trad
Jan.	8	1060	1056	1055 a 1059
Feb.			1055 a 1070	
Mar.	15	1064	1056	1055 a 1057
Apr.			1055 a 1070	
May	55	1065	1056	1056 a trad
June			1055 a 1065	

Wednesday, November 20, 1935.

	Sales.	Range	Closing	
Spot			a	
Nov.			1040	a Bid
Dec.	14	1063	1060	1062 a trad
Jan.	5	1062	1061	1063 a 1065
Feb.			1063 a 1075	
Mar.	7	1067	1061	1065 a 1068
Apr.			1065 a 1075	
May	23	1068	1060	1066 a trad
June			1065 a 1080	

(See page 32 for later markets.)

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER. Do you need either?



Vegetable Oils

Weekly Market Review



Turnover Fair—Market Irregular— Undertone Steady—Oil Distribution Satisfactory—Crude Very Steady.

Cotton oil futures market experienced a fair turnover from day to day the past week, but prices backed and filled, in a mixed trade. The market took its cue more or less from the rather rapid swings in lard. There was buying at times on unfavorable weather for picking and ginning in the South, and absorption influenced by strength in the securities and cotton markets.

Bulges ran into quite a little realizing on a scale upward, but the market followed the ups and downs in lard in the main, although to a lesser extent. The professional element were against the market most of the time, especially on the advances, but were run in several times during the week.

There was little net change in values compared with the previous week. Oil distribution was reported on a satisfactory scale, and judging by the further decrease in Chicago lard stocks, lard trade also was satisfactory the first half of the present month. While some accumulation is naturally under way, as far as oil supplies are concerned, this is purely seasonal.

Continued Good Demand Expected

There is a feeling that at no time this season will visible supply reach the same proportions as the previous season. Lard supplies are small. Much was heard during the week of a better consumptive demand for butter and a somewhat smaller production.

While the edible fat situation is satis-

factory, there is some hesitancy in evidence to take hold of the market. There is also a disposition to go slow pending developments. Some are inclined to await processing tax developments.

Peak of the new crop oil movement will be over in the near future. Indications are that demand will be maintained fairly well. Should consumption run as good as last season, or nearly so, a further reduction in the carryover at end of season appears certain.

Bulk of visible supply is in strong hands, and it now appears a foregone conclusion that the winter killing of hogs will run considerably under a year ago. As a result, it is difficult to see how any material upbuilding of lard stocks can take place, although some increase is a possibility.

Crude Oil Is Firm

There is nothing in sight to indicate any burdensome supplies of lard for many months to come. This fact naturally furnishes a rather firm foundation for those inclined to operate on the constructive side of cotton oil. The impression prevails in some quarters that when peak of new crop movement is in sight, oil will head for better levels, particularly if consuming demand is maintained around on a level comparable to the last month or two.

Crude markets have been very firm. The price level rose to 9½c in all sections, with no particular pressure on the market. Subsequently there was an easing of ½@¾c from those levels, influenced entirely by the setback in futures. In the Southeast at mid-week crude was 9½c bid; Valley, 9½@9¾c; Texas, 9½c sales and bid.

COCOANUT OIL—Some buying interest was in the market at New York the past week, and prices were steady. There was some feeling that quota limitation would tend to attract attention to palm oil. At New York, December oil was quoted at 4½c; January forward, 4½c.

CORN OIL—Market was quiet and more or less nominal at New York at 10c.

SOYA BEAN OIL—A better demand was noted in this market, and prices were firmer at New York. Mills were quoting January forward at 8c, an advance of ¼c.

PALM OIL—Trade was quiet and the market displayed an easier tone. At New York, spot Nigre was quoted at 4½c; shipment Nigre, 4.35c; Sumatra oil, nominal.

PALM KERNEL OIL—Market was quiet at New York. German oil was offered at 4.60c.

OLIVE OIL FOOTS—A steady tone and a fair trade featured the market at New York. Spot barrels were quoted at 9½@9¾c; tanks, 9c.

PEANUT OIL—Market was quiet but steady. Southeast was quoted at 9¾c.

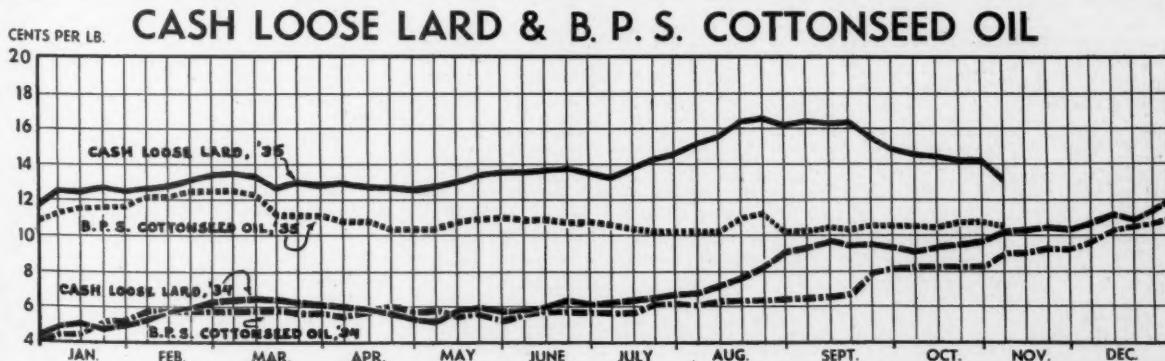
RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Nov. 20, 1935.—Refined cottonseed oil, 28s; Egyptian crude cottonseed oil, 25s 6d.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows price trends of cash loose lard and B. P. S. cottonseed oil for the first 10½ months of 1935 compared with a similar period last year.

A decline in the price of lard during the first week of November, while cottonseed oil remained relatively steady, further narrowed the price spread between these two competing fats. This price differential is smaller than at any time since the first week in July. Price of B. P. S. cottonseed oil is now but little above the price of lard a year ago.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products irregular latter part of week. Lard easing under December liquidation and transferring December to later months prior to tender day. Hogs firm, top \$9.85, cash demand fair.

Cottonseed Oil

Cotton oil active; mixed trade. Prices eased with lard but oil stubborn to selling. Crude 9½¢ lb. most sections.

Quotations on bleachable cottonseed oil Friday noon were: Dec., \$10.65@10.69; Jan., \$10.68; Mar., \$10.71; May, \$10.70. Tone, easy; 176 sales.

Tallow

Tallow, extra, 6¾¢ lb. f.o.b.

Stearine

Stearine, 11½¢ nom.

Friday's Lard Markets

New York, November 22, 1935.—Prices are for export; no tax: Lard, prime western, \$13.80@13.90; middle western, \$13.80@13.90 (including tax); city, 13½@13¾¢; refined Continent, 14½@14¾¢; South American, 14½@14¾¢; Brazil kegs, 14½@14½¢ (including tax); compound, 12½¢ in car- lots.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through ports of New York during week ended November 22, totaled 25 bbls. of pork, 95,500 lbs. of bacon and 425,890 lbs. of lard.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on November 21, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$16.00@17.50	.....	\$16.50@17.50	.....
Good.....	12.50@16.00	.....	13.50@16.50	.....
Medium.....	9.50@12.50	.....	10.50@13.50	.....
Common.....	8.50@ 9.50	.....	9.00@10.50	.....
STEERS:				
(500-600 lbs.) choice.....	16.00@17.50	.....	16.50@17.50	17.00@18.00
Good.....	12.50@16.00	.....	13.50@16.50	13.50@16.00
Medium.....	9.50@12.50	.....	10.50@13.50	11.50@13.00
Common.....	8.50@ 9.50	.....	9.00@10.50	10.00@11.00
STEERS:				
(600-700 lbs.) choice.....	16.00@17.50	.....	16.50@18.00	17.00@18.00
Good.....	13.00@16.00	.....	13.50@16.50	13.50@16.00
Medium.....	10.50@13.50	11.50@13.50	11.00@13.50	11.50@13.00
STEERS:				
(700 lbs. up) choice.....	16.00@18.00	16.50@18.00	16.50@18.00	17.00@18.00
Good.....	13.50@16.00	14.00@16.50	13.50@16.50	13.50@16.00
COWS:				
Good.....	9.00@10.00	10.00@10.50	11.00@12.00	10.00@11.00
Medium.....	8.50@ 9.00	9.50@10.00	9.50@11.00	9.00@10.00
Common.....	8.50@ 8.50	9.00@ 9.50	8.50@ 9.50	8.50@ 9.00
Fresh Veal and Calf:				
VEAL:				
(2) choice.....	15.00@16.00	16.00@17.00	17.00@19.00	16.00@17.00
Good.....	14.00@15.00	15.00@16.00	15.00@17.00	15.00@16.00
Medium.....	13.00@14.00	13.00@15.00	13.00@15.00	13.00@15.00
Common.....	12.00@13.00	11.00@13.00	12.00@13.00	12.00@13.00
CALF:				
(2) (3) Good.....	12.50@14.00	.....	13.00@15.00	.....
Medium.....	11.00@12.50	.....	11.00@13.00	.....
Common.....	10.00@11.00	.....	10.00@11.00	.....
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	17.50@18.00	17.50@18.50	18.50@19.00	19.00@19.50
Good.....	16.50@17.50	16.50@17.50	17.50@18.50	18.00@19.00
Medium.....	15.50@16.50	15.50@16.50	16.50@17.50	17.00@18.00
Common.....	14.50@15.50	15.00@15.50	16.00@16.50	.....
LAMB:				
(46-55 lbs.) choice.....	16.50@17.50	17.00@17.50	17.50@18.50	17.50@18.00
Good.....	16.00@16.50	16.50@17.00	16.50@17.50	17.00@17.50
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.00@10.00	9.00@10.00	9.00@10.00
Medium.....	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Common.....	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	21.00@22.50	24.00@25.00	23.00@24.50	23.00@25.00
10-12 lbs. avg.....	21.00@22.50	24.00@25.00	23.00@24.50	23.00@25.00
12-15 lbs. avg.....	20.00@21.00	23.00@24.00	22.00@23.00	22.00@24.00
16-22 lbs. avg.....	18.00@19.50	21.00@22.50	20.00@21.00	21.00@22.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	15.50@16.50	.....	17.50@19.00	18.00@20.00
PICNICS:				
6-8 lbs. avg.....	.....	18.00@19.00	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	17.00@19.00	.....	20.00@21.00	19.00@21.00

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.
(3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, November 22, 1935.

General provision market steady but dull. Very poor demand for hams; poor lard demand but improvement expected soon.

Friday's prices were: Hams, American cut, 89s; hams, long cut, 103s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumblands, unquoted; Canadian Wiltshires, 73s; Canadian Cumblands, 74s; spot lard, 73s.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended November 16, 1935, were 4,701,000 lbs.; previous week, 4,743,000 lbs.; same week last year, 7,955,000 lbs.; from January 1 to November 16 this year, 219,928,000 lbs.; same period a year ago, 221,359,000 lbs.

Shipments of hides from Chicago for the week ended November 16, 1935, were 4,181,000 lbs.; previous week, 4,835,000 lbs.; same week last year, 7,362,000 lbs.; from January 1 to November 16 this year, 262,287,000 lbs.; same period a year ago, 264,985,000 lbs.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Nov. 22, 1935, with comparisons, are reported as follows:

	PACKER HIDES.	Week ended Nov. 22.	Prev. week.	Cor. week, 1934.
Spr. nat.	strs.....	15½@16	16	@16½@11 10½@11n
Hvy. nat. stra.	.....	@15½@ax	@16@ax	@10
Hvy. Tex. stra.	.....	@15½@ax	@15@ax	@9½
Hvy. butt brnd'd	.....	.....	.....	.....
Hvy. Col. stra.	.....	@15½@ax	@15@ax	@9½
Ex-light Tex. stra.	.....	@14½@ax	@14@ax	@9
Brnd'd cows.	.....	@11	@11½	7 @ 7½
Hvy. nat.	cows.....	12½@13n	@14@x	@8½
Lt. nat. cows	.....	11½@12	11½@12	7½ @ 7½
Nat. bulls	.....	11	11	7
Brnd'd bulls.	.....	10n	10n	6
Calfskins	.....	19	23	13 @ 15
Kips, nat.	.....	18½	18½	10½@11n
Kips, ov-w.	.....	13½@12	13½@12	8½@8n
Kips, brnd'd.	.....	13½@12	13½@12	7½ @ 7½
Slunks, reg.	.....	95	95	65 @ 65
Slunks, hrs. 35	.....	40n	35	35 @ 50
Light native, butt branded and Colorado steers 1c per lb. less than heavies.	.....	.....	.....	.....
CITY AND CHICAGO SMALL PACKERS.				
Nat. all-wts.	@11n	11½@11½	7	7 @ 7½
Brdnd'd bulls.	.....	10½@10	11½@11	6½@6
Nat. bulls	.....	10n	10½@10½	6½@6
Brnd'd bulls.	.....	9	9½@9½	5½@5
Calfskins	.....	16½@19	17	10½@13n
Kips	.....	19	19	10½@13n
Slunks, reg.	.....	14½@ax	14½@ax	9 @ 9½
Slunks, hrs. 35	.....	85n	75	40 @ 50m
Slunks, hrs. 25	.....	30n	25	20 @ 30m
COUNTRY HIDES.				
Hvy. steers.	8½@ 8½	8½@ 8½	8½@ 9	4½@ 5½
Hvy. cows.	8½@ 8½	8½@ 8½	8½@ 9	4½@ 5½
Buffs	9	9½@ 9½	9½@ 9½	5½@ 5½
Extremes	9½@10	10	10½@10½	6 @ 6½
Bulls	.....	6½@6½	7	7 @ 7½
Calfskins	12½@13	13	13½@13	7 @ 7½
Kips	11	11½@11½	11½@11½	6½@6½
Light calf.	70	85n	75	25 @ 35n
Dacons	70	85n	75	25 @ 35n
Slunks	reg. 50	60n	50 @ 65n	15 @ 20m
Slunks, hrs. 10	15n	10	15n	5 @ 10m
Horsehides	3.75@4.25	3.75@4.25	2.20@2.25	2.20@2.25
SHEEPSKINS.				
Pkr. lambs.	2.15@2.25	2.15@2.25	2.10@2.25	2.10@2.25
Sm. pkr.	.....	.....	.....	.....
lambs.....	1.35@1.65	1.35@1.65	65	75
Pkr. shearls.	1.00	1.00	1.00	45
Dry pelts	16	16	17	11 @ 14



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—After a very dull market throughout most of the week, packers late this week accepted bid prices at a half-cent down for a total of 124,000 light native cows and branded cows. Association moved 4,000 same basis, and there was also a total of 11,000 native steers and extreme light native steers moved at the close of last week at a half-cent off.

Steers have not moved so far this week and packers have declined bids at a half-cent off for native and branded steers, asking last trading prices. Stocks of unsold native steers are moderate, while branded steers were about cleaned up previous week except for a few butt brands carried over to this week.

At the close of last week, one packer sold 5,000 Oct. native steers at 15½c, in line with an earlier sale which ran mostly lights; bids of 15c now being declined, with 15½c asked. At the same time, two packers sold 6,000 Oct.-Nov. extreme light native steers at 13c, paid previously to the Association.

Butt branded steers last sold at 15¼c and lower bids declined. Bidding 14¼c for Colorados, with last trading price, 14¾c, asked. Heavy Texas steers last sold at 15¼c, light Texas steers at 14c. Extreme light Texas steers quotable at 11c, with branded cows.

Bidding 12½c for heavy native cows, with 13c asked. All packers sold total of 72,000 Oct.-Nov. mixed point light native cows late this week at 11c, the bid price; Association sold 3,000 Nov. earlier at 11c. Total of 52,000 Oct.-Nov. branded cows moved also late this week at 11c, or ¾c down also; Association sold 1,000 Nov. at 11c earlier.

Native bulls last sold at 11c, previous week.

There have been rather heavy withdrawals of hides from Exchange warehouses recently, mostly light cows. Stocks in warehouses declined from a high of 1,079,550 hides on Oct. 14th to 993,840 hides on Nov. 20th.

Contrary to previous announcements, it is now understood that the government owned drought hides will all be sold through the new Federal Surplus Commodities Corporation and proceeds turned over to the various states for the purchase of surplus commodities for relief purposes, rather than have the states sell the hides. Nothing definite has been announced as to when such sales may start.

SMALL PACKER HIDES—Chicago small packer hides are only a nominal market around 11c for all-weight na-

tive steers and cows. Outside small packer lots quiet but wanted early in week at 10½c, selected, delivered, for good natives, branded ½c less, with offerings around 11c, f.o.b., usually.

FOREIGN WET SALTED HIDES—Prices in South American market worked lower this week. A pack of 4,000 LaBlancas sold early at 84½ pesos, equal to 13¾c, c.i.f. New York, as against 87 pesos or 14½c last week; 2,500 LaPlatas sold at 85 pesos or 13½c; 14,500 Argentine reject steers moved at 75 pesos, equal to 12½c, usual discount for rejects, mostly to Europe. Late this week 4,000 Argentine steers sold at 82 pesos and 4,000 more at 81½ pesos.

COUNTRY HIDES—The country market has been very slow recently, pending the establishment of prices for packer light cows. All-weights generally quoted 8¾@9c, trimmed, selected, delivered, or around 8½c untrimmed. Heavy steers and cows nominal around 8½c to possibly 8¾c. Buff weights quoted 9@9½c but hard to secure these prices. Extremes can be bought at 10c, with buyers' ideas usually not over 9¾c. Bulls around 6½c, nom.; glues about 6c. All-weight branded about 7c, flat.

CALFSKINS—Packer calfskins inactive, so far, on Novembers, while Octobers were well cleaned up several weeks back at 23c for northern heavies 9½/15-lb., and 23½c for Detroit, Cleveland and Evansville, River point heavies 22c, and lights under 9½-lb. 19c; southern all-weights at 18c.

Bidding 16½c for Chicago city 8/10-lb. calfskins and, while 17½c is asked, it is intimated 17c would be accepted; the 10/15-lb. last sold at 19c, with 18½c obtainable at present; stocks very light. Outside cities, 8/15-lb., quoted 17@17½c; mixed cities and countries around 15½c; straight countries 12½@13c. Chicago city light calf and deacons offered at \$1.25, last trading price.

KIPSKINS—Three packers moved their Oct. native and branded kipskins three weeks back, at 16½c for northern natives and 15½c for southern natives, branded 13½c. One packer still has small Oct. kip production, while others hold Oct. over-weights, which are dull and unsold at the 15½c asking price for northern over-weights.

Chicago city kipskins are offered at 14½c, with bids at 14c being solicited; over-weights sold last week at 12½c. Outside cities quoted around 14c, nom.; mixed cities and countries about 12½c; straight countries 11@11½c, flat.

Packer Oct. regular slunks last sold

at 95c and were cleaned up on that basis.

HORSE HIDE—Market remains about unchanged, although trading rather light recently. Good city renderers usually quoted \$4.10@4.25, selected, with full manes and tails, although slightly higher reported in some instances; mixed city and country lots range \$3.75@4.00, according to section.

SHEEPSKINS—Dry pelts just starting to come in the West and quoted 16@17c, nom., for full wools. The car of big packer shearlings which moved last week at \$1.00 for No. 1's, 75c for No. 2's, and 50c for No. 3's or clips, cleaned up offerings in this market; most packers pulling these at present. Pickled skins steady to firm at \$6.25 per doz. last paid for big packer lambs; market quoted \$7.00 per doz. last paid for sheep, with \$7.25 per doz. asked; offerings light but skins a bit ribby now. Packer lamb pelts have advanced very sharply during the past several weeks, with last sales at \$2.70 per cwt. live lamb or \$2.15@2.25 each. Outside small packer lambs range \$1.35@1.65 each, according to lots, usually around \$1.50.

New York

PACKER HIDES—Two packers sold balance of October native steers early in week, and all packers sold their Nov. native steers, total about 6,000, all at 15½c, in line with western market. Balance of Nov. Colorados also moved at 14½c, steady. Nov. butt brands were sold up earlier at 15½c, leaving this market well cleaned up on steers.

CALFSKINS—Buyers and sellers apart on calfskins at present and trading awaited. Last sales of collectors' calf were 4-5's at \$1.25, 5-7's at \$1.55, 7-9's at \$2.05, and 9-12's at \$2.75; buyers' ideas lower at present. Last packer sales were 7-9's at \$2.20 and 9-12's at \$3.00.

N. Y. HIDE FUTURES PRICES

Saturday, Nov. 16, 1935—Close: Dec. 11.27b; Mar. 11.60b; June 11.97 sale; Sept. 12.29@12.32; sales 45 lots. Closing 8@14 lower.

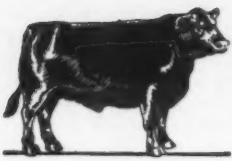
Monday, Nov. 18, 1935—Close: Dec. 11.33@11.35; Mar. 11.63@11.66; June 11.95@12.00; Sept. 12.26@12.35; sales 33 lots. Closing 3 lower to 6 higher.

Tuesday, Nov. 19, 1935—Close: Dec. 11.25@11.27; Mar. 11.60 sale; June 11.91@11.93; Sept. 12.23n; sales 28 lots. Closing 3@8 lower.

Wednesday, Nov. 20, 1935—Close: Dec. 11.16 sale; Mar. 11.47@11.50; June 11.80@11.85; Sept. 12.15 sale; sales 126 lots. Closing 8@13 lower.

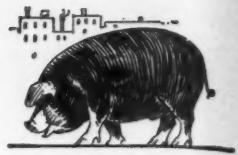
Thursday, Nov. 21, 1935—Close: Dec. 11.23@11.25; Mar. 11.56 sale; June 11.87@11.90; Sept. 12.19n; sales 71 lots. Closing 4@9 higher.

Friday, Nov. 22, 1935—Close: Dec. 11.25@11.30; Mar. 11.57@11.60; June 11.90 sale; Sept. 12.22n; sales 76 lots. Closing 1@3 higher.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, November 21, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded)		CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Lt. lt.	(140-160 lbs.) gd-ch.	\$0.25@ 9.00	\$0.50@ 9.65	\$0.85@ 9.35	\$0.00@ 9.25	\$0.10@ 9.25
Medium	.....	8.85@ 9.40	9.10@ 9.50	8.60@ 9.10	8.65@ 9.10	8.75@ 9.10
lt. vt.	(160-180 lbs.) gd-ch.	9.40@ 9.65	9.55@ 9.70	9.10@ 9.35	9.10@ 9.35	9.10@ 9.25
Medium	.....	9.00@ 9.45	9.15@ 9.55	8.90@ 9.20	8.85@ 9.20	8.75@ 9.10
(180-200 lbs.) gd-ch.	9.45@ 9.70	9.60@ 9.70	9.20@ 9.40	9.20@ 9.40	9.10@ 9.25	9.10@ 9.25
Medium	.....	9.15@ 9.50	9.15@ 9.55	9.00@ 9.25	9.00@ 9.25	8.75@ 9.10
Med. wt.	(200-220 lbs.) gd-ch.	9.50@ 9.70	9.60@ 9.70	9.25@ 9.40	9.25@ 9.40	9.10@ 9.20
(220-250 lbs.) gd-ch.	9.50@ 9.70	9.55@ 9.70	9.35@ 9.40	9.25@ 9.40	9.10@ 9.20	9.10@ 9.20
Hvy. wt.	(250-290 lbs.) gd-ch.	9.45@ 9.70	9.45@ 9.65	9.35@ 9.40	9.20@ 9.40	9.00@ 9.20
(290-350 lbs.) gd-ch.	9.25@ 9.70	9.25@ 9.55	9.30@ 9.40	9.15@ 9.40	8.85@ 9.15	8.85@ 9.15
PACKING SOWS:						
(275-350 lbs.) good	8.70@ 9.00	8.50@ 8.85	8.75@ 8.80	8.60@ 8.90	8.40@ 8.50	
(350-425 lbs.) good	8.55@ 8.90	8.35@ 8.75	8.70@ 8.75	8.50@ 8.75	8.40@ 8.50	
(425-550 lbs.) good	8.40@ 8.70	8.25@ 8.60	8.60@ 8.70	8.35@ 8.60	8.35@ 8.45	
(275-550 lbs.) medium	8.25@ 8.70	7.50@ 8.50	8.40@ 8.65	7.75@ 8.60	8.35@ 8.45	
SLAUGHTER PIGS:						
(100-140 lbs.) gd-ch.	9.10@ 9.55	9.10@ 9.65	.....	8.40@ 9.10	9.10@ 9.50	
Medium	.....	8.65@ 9.25	8.50@ 9.50	7.75@ 8.75	8.75@ 9.10	
Av. cost & wt. Wed. (pigs ex.)	\$0.35-230 lbs.	\$0.39-213 lbs.	\$0.85-255 lbs.	\$0.05-216 lbs.	.....
Slaughter Cattle, Calves and Vealers:						
STEERS:						
(550-900 lbs.) choice	11.00@12.50	9.75@11.50	9.50@11.50	9.50@11.75	9.50@11.50	
Good	8.75@11.75	8.00@10.75	8.50@11.00	8.00@11.00	7.75@10.60	
Medium	7.00@ 9.00	6.50@ 8.50	6.50@ 8.50	6.50@ 8.75	6.00@ 8.15	
Common	5.25@ 7.25	5.50@ 6.50	5.00@ 6.75	5.00@ 6.50	4.50@ 6.25	
STEERS:						
(900-1100 lbs.) choice	11.75@13.25	10.75@12.00	11.00@12.25	11.00@12.00	10.60@11.85	
Good	9.00@12.50	8.50@11.25	8.50@11.50	8.75@11.00	8.15@10.75	
Medium	7.25@ 9.25	6.50@ 8.50	6.75@ 8.75	6.50@ 8.75	6.25@ 8.40	
Common	5.50@ 7.25	5.75@ 6.75	5.25@ 6.75	4.75@ 6.75	4.75@ 6.40	
STEERS:						
(1100-1300 lbs.) choice	12.50@13.50	11.25@12.00	11.50@12.50	11.00@12.00	10.75@12.00	
Good	9.25@12.50	8.50@11.25	8.75@11.50	8.75@11.00	8.25@10.75	
Medium	7.25@ 9.50	6.75@ 8.50	6.75@ 8.75	6.75@ 8.75	6.25@ 8.40	
STEERS:						
(1300-1500 lbs.) choice	12.50@13.50	11.25@12.00	11.50@12.50	11.00@12.00	10.50@11.75	
Good	9.50@12.50	8.75@11.25	8.75@11.50	8.75@11.00	8.15@10.75	
HEIFERS:						
(550-750 lbs.) choice	10.25@11.50	9.25@10.50	9.00@10.50	8.75@10.50	8.75@10.40	
Good	8.75@10.25	7.75@ 9.25	8.00@ 9.00	7.50@ 9.50	7.25@ 9.15	
Com-med.	4.75@ 8.75	4.50@ 7.75	4.25@ 8.00	4.50@ 7.50	4.10@ 7.75	
HEIFERS:						
(750-900 lbs.) gd-ch.	8.75@11.75	.....	8.00@10.75	7.50@10.50	7.75@10.65	
Com-med.	5.00@ 8.75	.....	4.25@ 8.00	4.50@ 7.50	4.25@ 7.75	
COWS:						
Good	5.50@ 6.50	5.00@ 6.00	5.25@ 6.00	5.00@ 5.75	4.85@ 5.75	
Com-med.	4.25@ 5.50	4.00@ 5.00	4.25@ 5.25	3.85@ 5.00	4.00@ 4.85	
Low cut-cut	3.50@ 4.25	2.75@ 4.00	3.00@ 4.25	2.75@ 3.85	2.85@ 4.00	
BULLS: (Yrs. Ex.) (Beef)						
Good	6.00@ 7.00	5.50@ 6.00	5.40@ 6.00	5.00@ 5.35	5.10@ 5.75	
Cut-med.	4.50@ 5.85	4.00@ 5.50	4.25@ 5.50	3.50@ 5.00	3.65@ 5.25	
VEALERS:						
Gd-ch.	9.50@10.75	9.00@10.25	7.50@ 9.00	7.50@ 9.50	7.50@ 9.50	
Medium	6.50@ 9.50	7.50@ 9.00	6.00@ 7.50	5.50@ 7.50	6.50@ 8.00	
Cul-com.	5.50@ 6.50	4.00@ 7.50	4.00@ 6.00	4.00@ 5.50	3.50@ 6.50	
CALVES:						
(250-500 lbs.) gd-ch.	7.00@10.75	6.50@ 9.25	5.75@ 8.75	5.75@ 8.25	6.50@ 9.00	
Com-med.	4.50@ 7.00	3.75@ 6.50	4.25@ 5.75	3.50@ 6.25	4.00@ 6.50	
Slaughter Sheep and Lambs:						
LAMBS:						
(90 lbs. down) gd-ch.*	10.00@11.00	10.25@11.00	10.00@10.50	10.25@10.75	9.75@10.50	
Com-med.	8.00@10.15	7.00@10.35	8.00@10.00	7.00@10.25	7.50@ 9.75	
YEARLING WETHERS:						
(90-110 lbs.) gd-ch.	8.00@ 9.00	8.25@ 9.00	7.50@ 8.50	8.00@ 8.75	7.75@ 8.75	
Medium	7.25@ 8.15	7.25@ 8.40	6.25@ 7.50	7.00@ 8.00	6.75@ 7.75	
EWES:						
(90-120 lbs.) gd-ch.	4.25@ 5.25	4.00@ 5.00	4.00@ 5.25	4.25@ 5.00	4.00@ 5.00	
(120-150 lbs.) gd-ch.	4.15@ 5.25	3.75@ 4.85	3.75@ 5.00	4.00@ 5.00	3.75@ 5.00	
(All wts.) com-med.	3.50@ 4.35	2.75@ 4.00	2.50@ 4.00	2.75@ 4.25	2.75@ 4.00	

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Nov. 21, 1935.

Hog trading was fairly active most of the week at 22 concentration yards and 9 packing plants in Iowa and Minnesota. Quality was very good. Compared with last week's close, current quotations were uneven; light and medium weight butchers, steady to 10c lower; some light lights and numerous heavy weights, steady to 10c higher; plain sows, steady to 20c higher; mostly 5@10c up. Truck range good to choice 180 to 250 lbs., including numerous 270 lbs., sold mostly at \$8.85@9.15; long hauls, \$9.25; few railed loads, \$9.30 or slightly higher; many 250 to 370 lbs., \$8.80@9.15; most 270 to 290 lbs., \$8.75@9.10; 290 to 350 lbs., \$8.35@8.90; better 160 to 180 lbs., \$8.60@9.05; light lights, \$7.90@8.65; light weight packing sows, \$8.05@8.45, few \$8.55; heavy and medium weights, \$7.50@8.30.

Receipts week ended Nov. 21, 1935:

	This week.	Last week.
Friday, November 15.	12,200	13,100
Saturday, November 16.	16,900	12,600
Monday, November 18.	34,200	23,200
Tuesday, November 19.	17,200	10,900
Wednesday, November 20.	15,900	16,700
Thursday, November 21.	12,500	17,800

CANADIAN LIVESTOCK PRICES

Top prices Nov. 14, 1935:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Nov. 14.	Last week.	Same week, 1934.
Toronto	\$ 6.10	\$ 6.10	\$ 5.25
Montreal	6.00	6.00	4.50
Winnipeg	6.00	5.50	4.25
Calgary	4.75	4.75	3.50
Edmonton	4.50	4.50	3.50
Prince Albert	3.50	3.50	2.25
Moose Jaw	4.50	3.75	2.25
Saskatoon	3.50	3.00	2.00

VEAL CALVES.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 9.75	\$ 9.50	\$ 7.50					
	8.50	9.00	8.75	7.75	7.50	7.50	7.50	7.50
	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
	4.50	4.50	4.50	4.50	4.50	4.50	4.50	4.50
	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50
	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50

SELECT BACON HOGS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 7.75	\$ 7.75	\$ 7.75					
	7.25	7.25	7.25	7.25	7.25	7.25	7.25	7.25
	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	4.50	4.50	4.50	4.50	4.50	4.50	4.50	4.50
	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50
	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50

GOOD LAMBS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon
	\$ 7.75	\$ 7.75	\$ 7.75					
	7.25	7.25	7.25	7.25	7.25	7.25	7.25	7.25
	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
	4.50	4.50	4.50	4.50	4.50	4.50	4.50	4.50
	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50
	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
	2.50	2.50	2.50	2.50	2.50	2.50	2.50	2.50

LIVESTOCK PRICES COMPARED

October prices at Chicago:

Oct., Sept., Oct.
1935. 1935. 1934.

SLAUGHTER CATTLE AND VEALERS.

Steers—	Choice	\$11.64	\$11.34	\$ 7.93
550-900 lbs.,	Good	10.36	10.38	6.94
Medium	8.27	8.38	5.32	
Common	6.21	6.42	3.70	
900-1100 lbs.,	Choice	12.24	12.04	8.63
Good	10.72	10.67	7.23	
Medium	8.52	8.65	5.46	
Common	6.44	6.53	3.92	
1100-1300 lbs.,	Choice	12.59	12.42	9.19
Good	11.45	10.44	7.63	
Medium	8.62	8.65	5.95	
1300-1500 lbs.,	Choice	12.69	12.49	9.62
Good	11.01	10.90	8.07	

Helpers—	Choice	10.97	11.08	7.56
550-750 lbs.,	Good	9.69	9.85	6.12
Com.&med.	6.75	6.99	4.01	
750-900 lbs.,	Gd. & ch.	10.21	10.34	6.72
Com.&med.	6.86	7.13	4.06	

Cows—	Good	5.99	5.88	4.07
Common and medium	4.85	4.93	2.95	
Low cutter and cutter	3.79	3.83	2.23	

Bulls (yearlings excluded)—	Good (beef)	6.23	6.24	3.50
Cutter, com. and med.	5.08	5.00	2.66	

Vealers—	Good and choice	9.76	9.60	6.82
Medium	7.85	7.93	5.49	
Cull and common	6.20	6.02	4.39	

Calves, 250-500 lbs.—	Good and choice	8.65	8.67	5.57
Common and medium	5.50	5.42	3.47	

HOGS.	BULLS, carcass		
Light light, 140-160 lbs.—			
Good and choice	10.01	11.22	4.78
Medium	9.06	10.74	....

Light weight, 160-180 lbs.—	VEAL, carcass		
Good and choice	10.23	11.55	5.26
Medium	9.92	11.06	....

Light weight, 180-200 lbs.—	LAMB, carcass		
Good and choice	10.33	11.74	5.57
Medium	10.08	11.42	....

Medium weight—	MUTTON, carcass		
200-220 lbs., good & ch..	10.40	11.81	5.79
220-250 lbs., good & ch..	10.40	11.80	5.89

Heavy weight—	PORK CUTS, lbs.		
250-290 lbs., good & ch..	10.22	11.61	5.91
290-350 lbs., good & ch..	10.01	11.26	5.87

Packing sows—	BEEF CUTS, lbs.		
275-350 lbs., good	9.32	10.35	5.40
350-425 lbs., good	9.17	10.16	5.28

425-550 lbs., good	9.00	9.07	5.13
275-350 lbs., medium	8.89	9.76	4.70

Slaughter pigs, 100-140 lbs.—	CATTLE, head		
Good and choice	9.52	10.25	3.71
Medium	9.12	9.56	....

LAMBS AND SHEEP.	CALVES, head		
90 lbs. down, Gd. & ch.	9.67	9.50	6.36
90-98 lbs., Com.&med.	8.31	8.10	5.05
98-110 lbs., Gd. & ch.	....	....	....
Yearling wethers—	....	....	....
08-110 lbs., Gd. & ch.	8.26	7.88	5.53
Medium	7.44	7.15	5.00

Ewes—	HOGS, head		
90-120 lbs., Gd. & ch.	4.50	4.27	2.12
120-150 lbs., Gd. & ch.	4.40	4.22	1.98

All wts., Com.&med.	3.62	3.38	1.70
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RECEIPTS AT CHIEF CENTERS

Week ended Nov. 16, 1935:

At 20 markets—	Cattle.	Hogs.	Sheep.
Week ended Nov. 16.	263,000	279,000	252,000
Previous week	295,000	298,000	298,000
1934	318,000	583,000	341,000
1933	269,000	717,000	281,000
1932	218,000	572,000	352,000
1931	222,000	743,000	420,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 16.	228,000	....	....
Previous week	226,000	....	....
1934	573,000	....	....
1933	619,000	....	....
1932	480,000	....	....
1931	661,000	....	....

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Nov. 16.	191,000	191,000	164,000
Previous week	198,000	194,000	163,000
1934	223,000	493,000	206,000
1932	159,000	402,000	225,000
1931	154,000	580,000	264,000

OPENING OF INTERNATIONAL

Interest of the livestock and meat industry will be focussed on Chicago next weekend, when the International Live Stock Exposition opens on November 30 for 8 days of contests, demonstrations and exhibits.

Thousands of animals will compete for top awards among 30 different breeds of purebred livestock. The junior livestock judging contest, a pre-opening event, will be held on November 29, while Walter Biggar of Dalbeattie, Scotland, will begin judging fat cattle on November 30. His work will conclude with selection of the

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

NEW YORK PHILA. BOSTON.

Week ending Nov. 16, 1935.....	8,385	2,219	2,221
Week previous	6,961	2,041	2,689
Same week year ago.....	10,732	2,807	2,466
Week ending Nov. 16, 1935.....	2,943 1/4	1,666	2,391
Week previous	1,721	1,876	2,000
Same week year ago.....	1,551	1,268	2,036
Week ending Nov. 16, 1935.....	319 1/4	432	21
Week previous	198	415	13
Same week year ago.....	283	395	6
Week ending Nov. 16, 1935.....	11,006	1,602	575
Week previous	11,823	1,754	865
Same week year ago.....	16,604	2,089	754
Week ending Nov. 16, 1935.....	39,546	9,105	17,680
Week previous	35,326	9,041	17,623
Same week year ago.....	42,688	14,650	16,520
Week ending Nov. 16, 1935.....	3,014	1,010	982
Week previous	3,080	1,180	825
Same week year ago.....	1,679	517	411
Week ending Nov. 16, 1935.....	1,670,455	343,644	154,322
Week previous	1,759,188	362,916	248,814
Same week year ago.....	2,093,929	340,859	318,695
Week ending Nov. 16, 1935.....	430,802	.....	.....
Week previous	393,331	.....	.....
Same week year ago.....	477,742	.....	.....

LOCAL SLAUGHTERS.

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

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Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

Week ending Nov. 16, 1935.....

Week previous

Same week year ago.....

grand champion steer of the show.

Last three days of the exposition will be devoted to auction sales of prize-winning meat animals, including the grand champion steer. Each year many meat packers purchase these fancy animals for railroads, restaurants, hotels and steamship companies, all of whom pay premium prices for the offerings, meat from which is featured on holiday menus.

Matinee horse shows will be held on December 1, 4, 6 and 7, as well as every evening from opening to closing day. The exposition will be held in the new International amphitheatre, a giant structure built last year at the Chicago Stock Yards as a permanent home for the annual show.

CANADIAN CATTLE TO. U. S.

Exports of heavy Canadian cattle to the United States totaled 100,000 head for the first 10 months of 1935. About 117,000 head have come over the border, but approximately 17,000 of these were calves. Tariff on cattle weighing more than 700 lbs. each is 3 cents a pound, and 2½ cents when below that weight. These rates will continue unchanged until January 1, when new lower duties go into effect.

NEW YORK LIVESTOCK

Receipts week ended Nov. 16, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,228	7,925	6,170	26,582
Central Union	1,724	938	120	9,943
New York	201	3,098	15,689	13,396
Total	6,241	11,981	21,988	49,923
Previous week	6,065	12,657	17,833	50,794
Two weeks ago	7,404	14,291	21,053	58,750

PACIFIC COAST LIVESTOCK

Receipts five days ended Nov. 15, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	11,812	3,189	1,375	1,745
San Francisco	1,330	105	1,285	1,000
Portland	3,515	385	2,950	2,625

DIRECTS—Los Angeles: Cattle, 120 cars; hogs, 73 cars; sheep, 81 cars. San Francisco: Cattle, 250 head; calves, 170 head; hogs, 1,315 head; sheep, 1,850 head.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers week ended Nov. 16, 1935:

CATTLE.

	Week ended	Prev. week.	Cor. week.
Chicago	25,667	31,419	42,264
Kansas City	28,883	29,411	46,096
Omaha	18,141	14,955	27,568
East St. Louis	23,464	24,495	19,332
St. Joseph	8,872	9,158	12,282
Sioux City	9,871	9,441	14,066
Wichita	5,850	3,418	2,867
Fort Worth	1,963	8,776	8,776
Philadelphia	1,968	2,241	3,206
Indianapolis	2,504	2,406	1,966
New York & Jersey City	8,911	8,650	9,824
Oklahoma City	11,554	11,091	12,645
Cincinnati	4,158	3,455	2,548
Denver	5,631	6,131	7,907
St. Paul	12,906	16,333	16,181
Milwaukee	4,113	4,077	5,968
Total	181,786	185,157	225,418

HOGS.

Chicago	70,086	57,148	161,331
Kansas City	14,807	17,977	56,721
Omaha	10,083	13,305	52,333
East St. Louis	20,208	24,191	50,326
St. Joseph	10,084	11,404	38,145
Sioux City	7,177	9,187	30,794
Wichita	2,297	2,559	7,170
Fort Worth	3,504	3,091	...
Philadelphia	13,217	12,819	21,141
Indianapolis	10,642	9,382	27,953
New York & Jersey City	38,386	38,944	50,130
Oklahoma City	10,509	9,971	15,398
Cincinnati	10,797	10,950	18,004
Denver	3,653	3,957	8,201
St. Paul	18,935	20,567	48,028
Milwaukee	13,078	14,081	19,894
Total	252,723	250,943	596,049

SHEEP.

Chicago	36,761	32,267	51,964
Kansas City	14,740	16,064	21,177
Omaha	19,268	12,464	17,907
East St. Louis	11,588	10,494	11,327
St. Joseph	12,049	10,812	11,349
Sioux City	16,174	11,264	13,296
Wichita	936	722	1,278
Fort Worth	3,523	5,486	...
Philadelphia	6,434	6,266	5,388
Indianapolis	3,238	2,729	2,595
New York & Jersey City	64,196	66,529	73,646
Oklahoma City	1,142	1,539	1,383
Cincinnati	2,510	3,040	2,677
Denver	4,595	3,941	2,693
St. Paul	21,284	29,550	36,401
Milwaukee	2,770	3,192	3,044
Total	221,570	216,650	256,596

MORE CATTLE FEEDING

Developments during October gave further support to expectation that cattle feeding during winter of 1935-36 will be on a larger scale than during winter of 1934-35, the U. S. Bureau of Agricultural Economics reports. Shipments of stocker and feeder cattle from stockyards markets in Corn-Belt states in October were 40 per cent larger than in October, 1934, and showed about usual seasonal increase over September shipments. For four months, July to

October, shipments into Corn-Belt states were about 5 per cent larger than in 1934 and larger than 5-year, 1930-1934, average.

Shipments into five Corn Belt states East of the Mississippi River continued relatively large in October. For the four months, July to October, total into Eastern Corn-Belt was largest since 1926 at least, and proportion of total shipments into Corn-Belt going into five Eastern Corn Belt states was largest on record. Reports from these states indicate that number of cattle fed this season will be considerably larger than last.

Relatively large shipments from stock yards markets into six Western Corn Belt states in October brought total movement for four months, July to October, above total for same period last year, but with exception of last year, it was smallest for period in at least 15 years.

An unusually large proportion of feeder calves, cows and heifers in stocker and feeder shipments this year is shown by records for four leading markets covering shipments during four months, July to October. Shipments of calves were largest in eleven years of record, and of cows and heifers were largest since 1929, at least. Of steers shipped from these markets proportions of heavy feeders (over 900 lbs.) and of light stockers were larger than last year, and proportions of medium weights were smaller.

Reports from most of Western states and Texas, indicated that number of cattle fed this season will be larger than last, and movement of ranch cattle to feed lots will be in considerable volume.

STOCKERS AND FEEDERS

Shipments of stockers and feeders from the 12 principal markets during October, with comparisons:

	Cattle and calves.	Hogs.	Sheep.
Oct., 1935	458,555	17,131	712,942
Sept., 1935	283,227	13,736	302,084
Oct., 1934	340,520	53,383	827,188
June 29-Nov. 8, '35	1,110,533	64,289	1,337,802
June 30-Nov. 9, '34	1,124,953	174,519	1,734,892

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers week ending Saturday, Nov. 16, 1935, as reported to The National Provisioner.

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,950	3,349	6,877
Swift & Co.	3,188	3,706	7,450
Morris & Co.	1,389	.....	4,528
Wilson & Co.	3,961	1,703	9,435
Anglo-Amer. Prov. Co.	332	.....	.....
G. H. Hammond Co.	2,099	.....	.....
Shipper	14,685	15,516	6,043
Others	9,748	18,793	5,619
Brennan Packing Co., Inc., 1,960 hogs; Western Packing Co., Inc., 1,960 hogs; Agar Packing Co., 4,778 hogs.	.....	.....	.....
Total	40,342	cattle; 6,855 calves; 50,897 hogs; 39,952 sheep.	.....

Not including 1,809 cattle, 836 calves, 27,578 hogs and 2,852 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,508	869	1,618	2,112
Cudahy Pkg. Co.	2,637	1,658	3,382	.....
Morris & Co.	2,097	929	2,136	.....
Swift & Co.	2,406	1,372	2,013	2,573
Wilson & Co.	3,030	1,724	1,001	3,186
Kornblum & Son	880	.....	.....	.....
Indpt. Pkg. Co.	.....	189	.....	.....
Others	5,624	1,140	5,067	1,351
Total	21,182	7,701	10,618	14,740

Not including 9,283 hogs received direct by packers through stockyards and at plants.

OMAHA.

	Cattle & calves.	Hogs.	Sheep.
Armour and Co.	3,899	2,712	5,080
Cudahy Pkg. Co.	5,009	1,826	4,872
Dold Packing Co.	1,066	2,297	.....
Morris & Co.	1,900	363	1,035
Swift & Co.	4,288	1,521	3,802
Others	.....	11,687	.....
Total	17,741 cattle and calves, 20,407 hogs, and 14,238 sheep.	.....	.....

Not including 4,384 sheep received direct by packers through stockyards.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,494	2,535	1,003	6,290
Swift & Co.	4,980	3,364	2,176	3,930
Morris & Co.	2,201	1,502	383	.....
Hunter Pkg. Co.	1,747	1,675	1,439	315
Hell Pkg. Co.	.....	.....	1,116	.....
Krey Pkg. Co.	.....	.....	1,699	.....
Laclede Pkg. Co.	.....	700	.....	.....
Shippers	6,410	5,739	15,075	278
Others	4,840	126	10,792	804
Total	22,681	14,941	35,283	11,617

Not including 4,179 cattle, 3,128 calves, 23,170 hogs and 1,502 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,168	926	5,321	8,908
Armour and Co.	3,388	913	4,694	3,652
Others	1,965	37	4,057	1,363

Total

8,321 1,876 14,102 13,923

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,366	349	2,812	5,563
Armour and Co.	2,763	331	2,563	6,043
Swift & Co.	2,517	270	1,773	4,531
Shippers	2,119	44	4,909	619
Others	200	15	16	37
Total	11,105	1,009	12,167	16,793

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,962	2,919	7,655	9,051
Cudahy Pkg. Co.	856	1,062	.....	472
Swift & Co.	5,081	4,710	11,280	11,761
United Pkg. Co.	2,127	325	.....	.....
Others	2,118	6	6,766	5,705
Total	15,024	9,022	25,701	26,989

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,613	1,890	2,192	553
Wilson & Co.	3,584	2,044	2,139	579
Others	340	33	422	10
Total	7,537	3,967	4,753	1,142

Not including 50 cattle and 56 hogs bought direct.

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,520	4,070	1,463	1,454
Swift & Co.	4,456	3,909	1,729	2,069
Blue Bonnet	126	30	71	.....
Rosenthal	28	1	.....	.....
Others	153	33	331	.....
Total	9,263	8,043	3,594	3,523

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,510	982	1,121	914
Jacob Dold Pkg. Co.	915	103	704	21
Dunn-Ostertag	108	.....	.....	.....
F. W. Dold & Sons	134	.....	276	1
Sunflower Pkg. Co.	64	.....	106	.....
Sowest. Beef Co.	23	.....	.....	.....
Total	2,705	1,085	2,297	936
	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,038	213	1,267	5,765
Swift & Co.	1,955	184	828	3,420
Shipper	.....	.....	3,006	.....
Others	3,641	378	986	2,052
Total	7,634	775	6,087	11,267

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,038	213	1,267	5,765
Swift & Co.	1,955	184	828	3,420
Shipper	.....	.....	3,006	.....
Others	3,641	378	986	2,052
Total	7,634	775	6,087	11,267

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,003	853	9,632	3,122
Armour and Co.	780	295	2,296	.....
Hilgemeyer Bros.	5	.....	67	.....
Indiana Provo.	100	.....	100	5
Meier Pkg. Co.	41	47	125	.....
Mass-Hartman Co.	59	6	151	.....
Art Wabnita	21	87	.....	35
Schussler Pkg. Co.	2,091	1,256	14,913	3,817
Others	931	39	146	100
Total	6,088	2,567	28,040	7,068

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,310	4,573	13,116	2,445
U. D. B. Co., N. Y.	19	.....	.....	.....
Omaha Pkg. Co.	375	.....	1,232	.....
R. Gums & Co.	57	16	10	.....
N. Y. B. D. M. Co.	38	.....	.....	.....
Shipper	470	58	110	278
Others	758	466	16	192
Total	5,073	7,403	13,242	4,186

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son	24	.....	.....	.....
Ideal Pkg. Co.	30	6	328	361
E. Kahn's Sons Co.	893	246	4,266	1,188
Lohrey Pkg. Co.	5	.....	135	.....
H. H. Meyer Pkg. Co.	20	.....	2,462	.....
J. Schlachter & Son	179	220	.....	123
J. & F. Schroth Pkg.	17	.....	2,365	.....
J. F. Stegner & Co.	358	225	.....	59
Shipper	516	94	4,024	474
Others	1,484	779	291	363
Total	8,352	1,594	13,871	2,538

RECAPITULATION.

Recapitulation of packers' purchases by markets.

CATTLE.

	Week ended	Prev. week	Cor. week.
Chicago	40,342	42,116	19,342
Kansas City	21,182	23,071	35,062
Omaha	17,741	17,877	25,870
East St. Louis	22,681	22,502	20,172
St. Joseph	8,521	8,668	11,056
Sioux City	11,105	11,772	13,420
Oklahoma City	7,537	7,286	10,906
Wichita	2,785	2,576	2,000
Denver	7,561	4,542	10,900
St. Paul	10,024	10,202	10,000
Milwaukee	5,073	5,679	8,452
Indianapolis	6,088	6,980	6,187
Cincinnati	3,522	3,214	4,834
Ft. Worth	9,263	8,478	.....
Total	178,506	180,332	212,242

HOGS.

	Week ended	Prev. week	Cor. week.
Chicago	39,952	29,638	39,854
Kansas City	14,740	16,094	21,177
Omaha	14,329	10,095	13,200
East St. Louis	11,617	11,348	13,195
St. Joseph	13,923	11,421	11,685
Sioux City			



Climb and down the



MEAT TRAIL



Meat Packing 40 Years Ago

(From The National Provisioner, Nov. 23, 1895.)

Boyd, Lunham & Co. leased old Jones & Stiles plant at Chicago Union Stock Yards and commenced killing hogs at the rate of about 1,500 per day, making mostly English meats.

Schwarzchild & Sulzberger exhibited, at Atlanta, Ga., a monster export steer that weighed 1,000 lbs. dressed.

Cincinnati Pork Packers' Association reported that 99,000 more hogs were packed there in the 1894-95 season than a year earlier, the total being 560,000.

Wilson Bros. let contract for new packinghouse near St. Paul, Minn. Company also planned to build a plant near Stillwater, Minn.

Cleveland & Abell, Willimantic, Conn., sold their business to Swift & Co.

Armour and Company purchased a lot in New Haven, Conn., for a branch house. New branch at Wilkesbarre, Pa., was completed with Geo. W. Hill as manager.

Work begun on a 6-story warehouse by Swift Packing Co., Kansas City.

Ferdinand Sulzberger, of Schwarzchild & Sulzberger, arrived in Kansas City from New York with plans for an addition to the company's hog house, to increase its kill from 1,500 to 2,000 head per day.

A sausage recipe of 40 years ago (from THE NATIONAL PROVISIONER, Nov. 23, 1895):

THURINGIAN KNACK SAUSAGE.

Sixty pounds of beef freed from the coarse sinews is chopped fine. To this add 20 lbs. lean pork and 20 lbs. bacon (or the soft fat remaining from making cervelat sausage), 9 oz. black pepper, 2½ oz. saltpeter and, if desired, some caraway seed and garlic, though it is not indispensably necessary. Stuff loosely and tie into small sausages about 6 to 1 pound, dry in the air and smoke to a nice red brown. This sausage should not be kept for more than a week, as it gradually loses its smooth appearance.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Nov. 26, 1910.)

Federal meat inspection regulations required the marking of sausage containing cereal with a label stating that fact. Hog offal regulations also were clarified. Lard compound was distinguished from lard substitutes by limit-

ing it to animal products, and requiring their listing on the label.

Packers' purchases of hogs at Chicago for the week ending Nov. 19, 1910, were 139,200 head, and for the year to date 3,922,700 head. (Same week in 1935, 56,935 head.) Hogs averaged \$7.49 for the week. Pork loins were quoted at 11c.

Federal judge Kenesaw M. Landis (now baseball commissioner) decided he would not try the case against the packers, because of his previous connection with government suits.

Swift & Company's fiscal year 1910 showed a gross business of 250 million dollars. No income statement was published, but gross earnings were said to indicate a profit of about 2½ per cent had been made.

Edward F. Swift spent Thanksgiving day with his son at school at Lakeville, Conn.

S. Oppenheimer & Co. occupied their new plant at 2700 S. Wabash ave., Chicago.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,746 cattle, 4,940 calves, 36,074 hogs and 25,389 sheep.

Enos W. Miller, of the Armour traffic department, died suddenly of a heart attack on November 20 as he was returning to his home from the plant. He was 55 years of age, and is survived by his widow and a son.

Thomas W. Schaiell, well known Chicago hide broker, died on Nov. 15 a few hours after a sudden heart attack. Interment on Monday was in St. Joseph cemetery. Mr. Schaiell is survived by his wife, two daughters and a son, and three sisters.

Oscar F. Mayer and Oscar G. Mayer are enjoying their annual hunting trip in the Wisconsin woods. Senior, at the age of 76, is still able to give Junior a good run for his money when it comes to stalking deer.

Directors of Wilson & Co. general office employees' credit union at Chicago have declared a semi-annual divi-

PACKERS' Convention PERSONALITIES—III.

(See opposite page.)

STILL another group of convention scenes caught by the Candid Camera Man (see also issues of November 9 and 16):

A—Geo. W. Smale, Chicago manager, and Fred Early, Early & Moor, Boston.

B—Harry Altman and Jos. N. Dziminski, Buffalo, N. Y.

C—N. L. Hoffman, Syracuse, N. Y., and F. E. Wernke, Louisville, Ky.

D—Grandson Chas. W. Hess and "Old Timer" Chas. W. Dieckmann.

E—Oscar G. Schmidt, the "Boss" expert, and Fritz Frey, Ideal Packing Co.

F—Sam Stretch tells John G. Agar of the old days.

G—V. D. Skipworth of Gobel and H. McCaw of Swift reminisce.

H—Morton Boekey gets some rendering information from expert Tefft, while editor Maddux observes.

I—W. T. Riley of Philadelphia and C. R. Bergstrom of San Antonio swap beef stories.

K—Otto Finkbeiner meets an old pal, Fred Knoerr.

L—Two Los Angeles cronies: A. O. Luer and A. E. Petersen.

M—Otto Weber of New York hears Ira Newman's "cure it or store it" story.

N—Bill Johns plays a solo part.

O—Ben Grunstein of Hoboken and son Bill—would you believe it?

P—C. B. Heinemann and G. C. Shepard recall old times.

Q—M. J. Hennessey (world traveler) has no worries.

R—Fred Glaser, Omaha, knows sausage.

S—Sam Stretch, 75 and going strong.

T—Chas. E. Herrick and Will Felin talk markets.

U—Livestock experts Murray Watkins, Harry Sparks, Chas. Renard and Wallace Potts.

V—Edgar Weil and R. L. Treinen of Kahn's have a check-up.

W—Elliott Balestier, Jr., and W. F. DuBois get some equipment ideas from John G. Allbright.

X—Harry Shulman (center) introduces his 50-year men, Andrew K. Miller and John J. Rohr.



"SAUSAGE—

*Finer Tasting in
Natural Casings"*

We feel that the added flavor and delicious quality of sausage stuffed in natural casings will build your business. And we feel, also, that SALZMAN Casings are the finest of natural casings. To get the finest flavor, highest quality and greatest selling appeal in your sausage — stuff it in natural casings from SALZMAN!

Thanksgiving Time!

A time when we think about turkey and all the trimmings, a holiday period when good food comes into full importance. A time when sausage comes into the limelight. Arrange NOW for your supply of

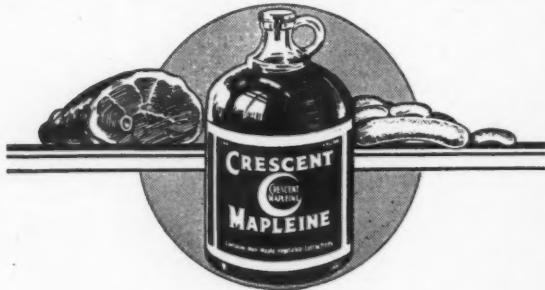
HOG BUNGS and SEWED BUNGS

We can handle your requirements to your full satisfaction. Our stocks are complete. Our Bungs are perfectly processed under the supervision of men with extensive experience in the production of good casings. Our service is without equal. Give us a trial!

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M A P L E I N E
heightens the flavor
of ham and sausage.
Is practical in any
pork packing process.

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That's what REDRAH Stockinettes offer to you! You make substantial savings in original cost. Central location cuts freight rates. You make savings by reducing shrink in processed meats. Fresh meats are protected against contamination and loss from bruises.

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Samples gladly sent!

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HAMS BEEF LAMBS
SHEEP FRANKS

Complete stock of tubing in rolls



VALATIE MILLS TRENTON MILLS
CORP. INC.

Valatie, New York Trenton, Tenn.

dend of 5 per cent, payable December 20 to shareholders of record November 30. This will come in very handy as Christmas money, and is another illustration of the success of such organizations in the packing industry.

Among the packing industry veterans honored with 50-year gold buttons at the recent packers' convention was W. F. Sheely, of the operating department of Armour and Company. Mr. Sheely was assistant general superintendent of Morris & Co. and has served in an executive capacity with Armour since the taking over of the Morris interests.

T. P. Gibbons, hide sales department, Cudahy Packing Co., returned this week after attending meetings of the National Association of Glue Manufacturers at New York and American Feed Control Officials in Washington.

Thomas E. Wilson, chairman of the board, Wilson & Co., returned this week from his annual trip to his ranch in New Mexico.

I. Schlaifer, sales manager, Dold Packing Co., Omaha, was a visitor in Chicago this week.

Clarence R. Lazerus, Inc., Chicago packinghouse product brokers, are now in new and larger quarters on the 41st floor of the Chicago Board of Trade building.

Glen Walden, manager car route sales for Wilson & Co., at Albert Lea, Minn., visited Chicago during the week.

C. S. Hughes, president, Hughes-Curry Packing Co., Anderson, Ind., was a visitor in Chicago this week.

J. W. Powley, by-products department, Armour and Company, was in the East this week, attending the meeting of the Association of American Feed Control Officials.

K. F. Warner, meat extension specialist, U. S. Bureau of Animal Industry, was a Chicago visitor this week on his return to Washington following a month's activities in the Pacific Northwest.

Harold H. Swift, vice president, Swift & Company, attended the formal opening of the company's new office building at St. Joseph, Mo., this week. Mr. Swift spoke briefly at a luncheon of business and professional men. The new office building is air conditioned and of modern construction throughout.

G. D. Fitch, hide sales department, Wilson & Company, spent last week on a business trip through the East.



ENCOURAGING TO YOUTH

Ben Hormel, Geo. A. Hormel & Co., Austin, Minn., pays young Gervase Kritzeck of Howard Lake, Minn., \$1.00 per lb. for the prize hog he fed and exhibited at the St. Paul Junior Livestock Show.

Announcement is made by the Crane Company, Chicago, of the appointment of H. H. Simmons as advertising manager.

Mr. Simmons has been vice president of Russell T. Gray, Inc., for 9 years. He will coordinate with advertising in a general sales promotional program such selling aids as exhibits, dealer service, special campaigns and sales training. His broad training in industrial advertising has included editorial and advertising responsibilities in the business paper field, and specialized service to industrial advertisers in the agency field. He has specialized in power plant, chemical, food and allied subjects, and is recognized as an authority in these lines as well as many others.



PREMIUM BALL TEAM WINS TITLE

Baseball is still talked about, especially at the Chicago yards, where the Swift Premiums, a snappy ball team, sponsored by the Swift Employees Efficiency Club, won the Industrial League championship in a final game from the Armour Stars by a score of 12 to 4.

COUNTRYWIDE NEWS NOTES

Dr. Eli L. Bertram, for 9 years superintendent of the plant of E. Kahn's Sons Co., Cincinnati, passed away at his home in Cincinnati on November 17. He first went to Cincinnati in 1906, when federal meat inspection was established, serving as a government meat inspector. He was transferred to East St. Louis in 1919, when he resigned to take charge of operations for the E. Kahn's Sons Co. in its new plant at Cincinnati. In 1928 he retired from active supervision, but was retained in an advisory

C. D. Plates and C. D. Cut-More Knives for Superior Service



The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.

Send for price and circular regarding
the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE-HOLE REVERSIBLE PLATES.
The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.

MIX YOUR OWN or use a blend!

Whichever type of seasoning you use in your pork sausage, you always win when FORBES Spices are the foundation on which you build. We will mix a fine pork sausage seasoning for you, according to our tested formulas or yours. Or we can furnish you with the finest of ground spices for mixing in your own plant. Either way, you'll get finer sausage, with better flavor. And you'll find that FORBES Spice Flavor in your pork sausage will build profits! Write for prices.

The Finest Spices Come From Forbes!

JAS. H. FORBES TEA & COFFEE CO.
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908-926 CLARK AVE. SALES OFFICES: 302 Delaware, Kansas City, Mo.;
602 Merchants National Bank Bldg., Omaha, Nebr.;
J. Grosjean, Niagara Frontier Food Terminal, Buffalo, N. Y.

FORBES SPICES
add the touch that means so much

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

BROKER PACKINGHOUSE PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

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BAGS and TUBING for
Beef — Lamb — Ham — Sheep
Pigs—Cuts—Calves—Franks, Etc.
DESIGNED BY BAG MAKERS
WITH PACKINGHOUSE EXPERIENCE

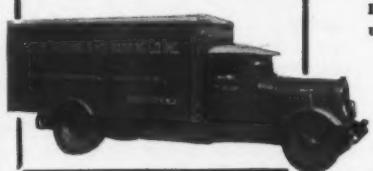
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"RED HOT" BRANDERS

for all fresh meats, cured meats, and
sausage. Easy to use—economical. Send
today for complete details and prices!

2553 HILLGER

DETROIT, MICH.

capacity, and was on duty at the plant up to a few days preceding his death. He was a thorough student of meat processing and packinghouse operations, and his fair and kindly disposition endeared him to all who knew him or came in contact with him.

Frank F. Frye, vice president, Frye Packing Co., Seattle, Wash., passed away at his home in Seattle on November 20 after a long illness. He was 72 years of age, and was a brother of president Chas. S. Frye, founder of the company.

Members of the Buffalo chapter of the National Association of Cost Accountants visited Jacob Dold Packing Co. plant, Buffalo, N. Y., last week. Louis B. Dorr, vice president of the Dold company, spoke on "Cost Problems in the Packing Business."

T. Henry Asbury, well-known to packers everywhere, has been elected vice president of the Enterprise Mfg. Co. of Philadelphia, succeeding his father, the late Charles W. Asbury. C. T. Asbury was elected secretary and Sylvan W. Braun treasurer. H. E. Asbury continues as president.

Edwin J. Cashman, sales manager, packing division, Geo. A. Hormel & Co., has resigned to become head of a large flour milling concern at New Richmond, Wis., and was given a farewell dinner at which president Jay C. Hormel presided. Mr. Cashman had been with the company for eight years, and had a large part in development of the famous Hormel "Flavor Sealed" line of products.

The fifth of November marked the seventh anniversary of the Superior Packing Co. in St. Paul. These seven years have been characterized by steady progress. The anniversary this year came during a program of reconstruction which will make this one of the most modern beef plants in the industry. Walls of the new building are being built right around and just a few feet outside the present building. This makes it possible for daily processing to proceed undisturbed.

NEW YORK NEWS NOTES

F. D. Green, production personnel department; J. A. Marsh and O. A. Anderson, engineering department, Armour and Company, Chicago, were visitors to New York last week and spent considerable time at the plant of the New York Butchers Dressed Meat Co.

Visitors to New York last week included vice president W. J. Cawley, Wilson & Co., Chicago; Leonard R. Vear, contract department, Swift & Company, Chicago; George Baxter, beef department, Swift & Company, Kansas City, Mo.; J. J. McEncroe, pork division, and T. J. McCormack, soap works, Armour and Company, Chicago.

On November 16 his fellow workers at the New York Butchers Dressed Meat Company tendered Nathan Rosenau a dinner at the Hotel Taft preparatory to his retirement to private life. Mr. Rosenau enjoys a wide acquaintance in retail and wholesale meat circles. He had been associated with the New York Butchers company prior to its slaughtering of steers, the first of which was dressed in August, 1905. Up to the time of his retirement he was in the selling department, of which A. J. Lahr is manager. As many of his former business acquaintances are now located throughout the West Mr. Rosenau, a regular reader of THE NATIONAL PROVISIONER conveys his greetings and best wishes to them through this medium.

Miss Jeanne Ibsch, secretary to Pendleton Dudley, director of the Eastern office of the Institute of American Meat Packers, New York City, has decided to withdraw from the hustle and bustle of the business world and try the quiet tranquility of home life in a Jersey suburb. It sounds like she is going to be married.



F. T. Spamer, who has been with Adolf Gobel, Inc., for fifteen years, was recently appointed sales manager, with headquarters at the Brooklyn plant.

Dr. Joseph Grabfield, who retired in 1929 after 42 years in scientific work in the meat packing industry, died on November 14 from a heart attack while attending a theater performance in New York City, where he had lived since retirement. He was born in Cincinnati, O., 74 years ago and was chief chemist for Morris & Company for many years. He received his doctor's degree at the University of Munich.

Fred Hildebrand, a director of H. C. Bohack Co., Inc., Brooklyn, N. Y., has been elected president of the company, succeeding Chas. G. Eden, who remains a director and in charge of purchasing. Mr. Hildebrand has been an executive of the company for 10 years and has had charge of the bakery division, in which he was noted as an exponent of quality foods.

Announcement is made by Brand Bros., Inc., New York, of the association with them of Louis R. Stupnick as of November 18. Mr. Stupnick is well known in the sausage manufacturing field, having been connected with Geo. A. Hormel & Co. as casings salesman in the metropolitan New York area, which territory he will cover in a similar capacity with Brand Bros., Inc. Before his death the late Alfred Brand gave him his personal attention to this section.

Nathan Schweitzer Company, well-known meat and poultry distributors of New York City, will open a branch at Miami, Fla., to handle the company's Corona brand of meat and poultry products. Phil Lavine will be local manager.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended November 16, 1935, were as follows: Meat—Brooklyn, 55 lbs.; Manhattan, 5,220 lbs.; Bronx, 237 lbs.; Queens, 2 lbs.; total, 5,514 lbs. Poultry—Manhattan, 32 lbs.; Bronx, 50 lbs.; total, 82 lbs.

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PACKERS

Let us help you solve
your Steam, Power,
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PROBLEMS

Our consulting service is
particularly adapted to
the Packing Industry.
Years of experience enable
us to reduce your
costs materially!

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37 West Van Buren St.
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For the Retail Meat Dealer



Retail Shop Talk

MEAT BARGAINS FOR HOUSEWIFE

Helping retailers sell more merchandise, make more profits—and buy more meat products from the packer—is the purpose of a timely merchandising plan developed by one meat packing company.

Explanations of why meat prices are higher won't necessarily sell meat to a housewife with an inelastic pocket-book. But a poster advertising bologna as a pure meat product which will fit

per pound is provided on the poster to be filled in by the retailer.

When a customer starts pricing cuts of meat most in demand, and complaining of the price, the retailer need only point to this poster and stop the argument. Enough pure meat is offered in a pound of the product to serve an average family of 4½ persons.

The poster was prepared with a perforated separate section at the bottom which tells the retailer, "Here's the biggest 'leader' you can offer—the greatest meat buy in the country today—fits every budget and shows a profit for you!"

NEWS OF THE RETAILERS

Charles Mason has reopened meat department of Lansdale Market, Green and Courtland sts., Lansdale, Pa. Henry Lutche is manager.

Albert Flechtner will move his meat market from W. Center st., Fostoria, O., to S. Main st. Building has been redecorated and modernized. Market will open in new location about December 1.

Norman Hamrick has established meat department in Paul's market, 614 W. Lawrence ave., Springfield, Ill. This is Mr. Hamrick's third meat department in Springfield. Like the others, it will be completely modern in equipment. Paul Terril will be in charge.

Fred Kruzan has purchased grocery and meat market, 601 S. Seventeenth st., Terre Haute, Ind. Store will handle only highest grade products. Free delivery throughout city will be featured.

L. Kern has opened Kern's Food Market, 1335 Michigan ave., Sheboygan, Wis., his second market in that town. Complete line of fresh and smoked meats, and sausage will be handled.

Frank Schumann has sold People's Meat Market, N. Main st., Mayville, Wis., to Herman Lange.

New entrants in meat business in San Francisco, Calif., are Leonard's Market, 2510 San Bruno ave., and The Normandie Market, 1386 Sutter st.

Meat market of Ed Liddell, Powers, Ore., was recently destroyed by fire.

R. F. England has been succeeded in meat business at Pine Street Market, Klamath Falls, Ore., by Carter & Joplin.

Carl Jockheck has purchased meat business of R. T. Runyan, Centralia, Wash.

George C. Murray has purchased meat business of John Timm, New Hampton, Ia.

1936 MEAT RECIPE BOOK

For the retail meat dealer who is interested in effective advertising for his market, and at the same time wants an attractive Christmas gift for his trade, the National Live Stock and Meat Board announces the new 1936 meat recipe book, which is just off the press. The board has published a new book annually for a number of years, and this new one is most attractive of all.

In line with the board's policy of service to dealers, it is offering the new book—"Our Favorite Meat Recipes"—in quantities at actual cost of production. The dealer's name, address, phone, etc., are imprinted without charge in the space provided for this on the front cover. Thus the book, with its wealth of appealing new recipes for beef, veal, pork, and lamb,



MR. DEALER:

Here's the biggest "leader" you can offer—the greatest meat "buy" in the country today—fits every budget and shows a profit for you!

BETTER THAN EXPLANATIONS.

Wilson & Co. poster advertising bologna is ammunition for dealer who wants to sell "price-conscious" customers a wholesome meat bargain instead of merely explaining why prices are higher.

any budget is a real aid to the dealer in selling meat to "price-conscious" customers.

The new bologna poster of Wilson & Co. is designed to help solve current selling problems. It contains the following direct appeals:

1. Appetite—through a tempting illustration of the product.

2. Economy—through illustrating that there are 18 slices in a pound of this product, equivalent to more than four ample food portions.

A circle for insertion of the price



becomes very definitely a piece of direct advertising for that individual market. The name on the cover will serve as a constant reminder to the housewife that here is the place to buy her meat.

A feature which makes the book especially attractive is that it is produced in rotogravure and is profusely illustrated with pictures of meat dishes to win the heart of any housewife. She will also appreciate the page of suggestions on the care of meat in the home, etc., and will welcome the 1936 calendar appearing on the inside of the back cover.

Full particulars concerning the meat recipe book offer, together with a sample copy of the book, may be secured by addressing the National Live Stock and Meat Board, 407 S. Dearborn st., Chicago, Ill.

RETAIL MEAT PRICES

Average monthly prices at three centers.
Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received):

	CHOICE GRADE.	GOOD GRADE.
(Mostly Credit and Del. Stores.)	(Mostly Cash and Carry Stores.)	

	New York, Oct. 31.	Chicago, Oct. 31.	Kans. City, Oct. 31.	New York, Oct. 31.	Kans. City, Oct. 31.
Beef:					
Porterhouse steak	55	58	54	57	45
Sirloin steak	46	45	44	40	38
Top round steak	42	41	39	37	35
Bottom round	40	39	36	34	32
Round steak, full cut	37	36	32	33	31
Heel round	29	27	24	24	24
Flank steak	35	33	32	32	31
Top sirloin	39	38	35	34	33
Rump roast, boneless	36	33	34	32	30
Rib roast, 1st q. ribs	39	36	34	32	29
Brisket rib roast	36	34	32	30	29
Cross rib & top chuck	35	33	30	30	29
Arm roast	28	25	24	23	22
Straight cut chuck	27	28	24	24	22
Corner piece	25	24	23	22	21
Thick plate	20	17	17	15	15
Navel	18	20	17	16	15
Boneless brisket	41	32	24	33	27
Brisket, bone in	26	19	17	19	15
Ground meat	29	22	20	22	17
Boneless stew meat	34	29	22	28	23

Veal:

Cutlet or steak	.54	.46	.42	.46	.38	.38
Loin chops	.44	.39	.41	.37	.32	.36
Rib chops	.39	.34	.36	.33	.29	.31
Rump roast	.33	.30	.28	.26	.24	
Shoulder chops	.28	.28	.29	.21	.24	.24
Shoulder roast	.26	.24	.21	.21	.22	
Boneless shoulder	.29	.26	.24	.21	.22	
Breast	.23	.18	.18	.18	.15	.15
Boneless stew	.34	.32	.25	.27	.25	.24
Liver	.74	.55	.50	.63	.47	.43

Lamb:

Loin chops	.45	.44	.46	.39	.37	.40
Rib chops	.40	.36	.45	.33	.32	.33
Leg	.31	.30	.29	.27	.26	.26
Shoulder chops	.32	.29	.29	.27	.26	.25
Square	.28	.24	.24	.21	.21	
Shoulder chuck	.28	.24	.24	.21	.21	
Shoulder roast	.25	.25	.26	.21	.21	
Breast	.12	.10	.15	.12	.10	.14
Shank and neck	.14	.15	.15	.13	.14	.16

Pork:

Center loin chops	.41	.39	.36	.39	.34	.33
Rib chops	.34	.36	.36	.33	.32	.33
End chops	.31	.31	.30	.32	.28	.28
Fr. hams, whole	.34	.30	.30	.29	.29	
Fr. shoulder, whole	.30	.25	.25	.26	.26	
Fr. picnics, whole	.28	.26	.26	.21	.21	
Boston butts	.47	.30	.37	.30	.28	.24
Spareribs	.29	.24	.26	.25	.22	.24
Lard (cartons)	.27	.22	.23	.21	.20	.22
Sm. hams, whole,	.37	.30	.32	.33	.29	.32
No. 1	.37	.30	.32	.33	.29	.32
Sm. hams, whole,	.36	.30	.30	.27	.30	
No. 2	.36	.30	.30	.27	.30	
Bacon	.64	.58	.55	.54	.45	.50
Bacon strip, whole	.34	.31	.30	.32	.28	
No. 1	.44	.43	.44	.41	.40	.39
Bacon strip, whole,	.42	.40	.40	.38	.32	.33
No. 2	.42	.40	.40	.38	.32	.33
Sliced bacon, No. 1	.51	.50	.47	.47	.45	.44
Smoked butts	.44	.41	.44	.39	.38	.43
Smoked picnics	.24	.26	.28	.25	.24	.27
Corned bellies or pickled pork	.36	.30	.28	.34	.27	
Sausage meat	.41	.30	.32	.34	.26	.27
Salt pork	.31	...	...	...	...	...

AMONG NEW YORK RETAILERS

A new fair trade practice law to replace the NRA code system was given much consideration at the meeting of South Brooklyn Branch on Tuesday of this week. Another subject was the labor situation.

At the meeting of Brooklyn Branch last Thursday Charles Steen spoke on refrigeration and O. E. Jahrdsorfer, president of the New York Butchers' Calfskin Association, on the fat rendering business.

Louis May, associated with Joseph Rossman, chairman of the board of the state association, who had been active in the retail meat business for many years prior to his retirement, passed away last week after a short illness.

Final arrangements for the card party

Week ending November 23, 1935

OCTOBER FRESH MEAT PRICES COMPARED

New York

Wholesale fresh meat prices for October, 1935, with comparisons:

	Oct., 1935.	Sept., 1935.	Oct., 1934.
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BEEF.

Steer—	300-500 lbs.,	Choice	\$17.12
		Good	14.99
		Medium	11.90
		Common	12.60
			8.70
	500-600 lbs.,	Choice	17.38
		Good	15.00
		Medium	11.94
		Common	10.08
	600-700 lbs.,	Choice	17.48
		Good	15.16
		Medium	12.32
	700 lbs. up,	Choice	17.60
		Good	14.90
		Medium	11.67
	Cow—	Choice	10.50
		Good	9.76
		Medium	8.85
		Common	8.84

VEAL AND CALF CARCASSES.¹

Veal—	Choice	17.50
	Good	15.81
	Medium	13.68
	Common	11.94
Calf—	Choice	13.94
	Good	13.76
	Medium	11.94
	Common	10.54

1Skin on.

LAMB AND MUTTON.

Lamb—	38 lbs. down,	Choice	17.41
		Good	16.55
		Medium	15.66
		Common	14.79
	39-45 lbs.,	Choice	17.30
		Good	16.44
		Medium	15.58
		Common	14.67
	46-55 lbs.,	Choice	16.53
		Good	15.96

Mutton (ewe)

70 lbs. down,	Good	9.01
	Medium	8.49
	Common	7.40

FRESH PORK.

Hams, 10-14 lbs. avg.	21.88	23.35
Loins, 8-10 lbs. avg.	24.92	26.70
10-12 lbs. avg.	24.48	25.89
12-15 lbs. avg.	22.98	24.00
16-22 lbs. avg.	20.47	21.25

Shoulders, N. Y. style, skinned, 8-12 lbs. avg.

Butts, Boston style, 4-8 lbs. avg.

Spareribs, half sheet

Oct., 1935. Sept., 1935. Oct., 1934.

OCTOBER FRESH MEAT PRICES COMPARED

Chicago

Wholesale fresh meat prices for October, 1935, with comparisons:

	Oct., 1935.	Sept., 1935.	Oct., 1934.
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BEEF.

Steer—	300-500 lbs.,	Choice	\$17.17
		Good	14.86
		Medium	11.43
		Common	9.18
	500-600 lbs.,	Choice	17.17
		Good	14.90
		Medium	11.98
		Common	9.10
	600-700 lbs.,	Choice	17.59
		Good	15.56
		Medium	12.43
		Common	9.04
	700 lbs. up,	Choice	17.82
		Good	15.15
		Medium	12.58
		Common	9.20

VEAL AND CALF CARCASSES.¹

Veal—	Choice	15.46
	Good	14.46
	Medium	13.23
	Common	12.00
Calf—	Good	12.38
	Medium	11.04
	Common	9.78

1Skin on.

LAMB AND MUTTON.

Lamb—	38 lbs. down,	Choice	16.35
		Good	15.57
		Medium	14.83
		Common	13.97
	39-45 lbs.,	Choice	16.35
		Good	15.57
		Medium	14.83
		Common	13.97
	46-55 lbs.,	Choice	15.86
		Good	15.14

Mutton (ewe)

70 lbs. down,	Good	9.44
	Medium	8.44
	Common	7.44

FRESH PORK.

Hams



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality
Loaves and Roasts at Lowest Fuel Cost.

Made in Six Sizes

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

Names of users and complete details on request.

Brand Bros., Inc.
410 E. 49th St., New York City

ANSWERING ATTACKS ON MEAT

(Continued from page 13.)

to meat would be used in future advertisements. This is typical of the answers the Institute receives when it comments on advertisements reflecting on meat and meat products. It is very rarely that an advertiser does not offer his complete and prompt cooperation in a spirit of fair dealing.

Treatment of Livestock Producers

A few newspaper editors have suggested in editorials and by other means that the meat packers are not treating the livestock producers fairly, and that profits in the industry are exceedingly high. In answer to one of those statements the Institute pointed out several important factors over which the packer has no control. They said, in part:

"In the first place, the packing industry can no more control the price of meat than the thermometer can rule the weather. Because meat is a highly perishable product, its price is perhaps even more quickly responsive to the laws of supply and demand than are most prices. Nor can the packer control either supply or demand; the farmer alone decides how many animals he will ship to market, and when; and the consumer alone can determine whether she is able and willing to pay a stated price at any particular time.

"But in order to continue their plants

in operation, hundreds of competing packers always are forced to bid vigorously against each other for the available supply of meat animals—particularly in years when that supply is comparatively short. And it stands to reason, of course, that over a period of time, the packer must obtain for the products of those animals enough to repay not only the cost of their purchase, but also his outlay for materials, labor, etc. When demand falls off, the price is almost automatically lowered, to move this highly perishable commodity into consumption."

Profits of the Industry

In connection with statements made by a few of the editors concerning profits made in the industry being exorbitant, the Institute has made use of the following material:

"The summary of the reports by the meat packing companies to the packers and stockyards division of the U. S. Bureau of Animal Industry for the year 1934 shows that the 608 companies conducting slaughtering operations had an average profit of approximately 1½ cents out of each dollar of sales, or slightly less than five per cent on net worth. Even this moderate rate of return is above the average earned by the industry in recent years. Similar reports show that for the ten-year period ending with 1934 all companies conducting slaughtering operations

earned on the average less than one cent of profit on each dollar of sales, or a little over three per cent annual return on net worth. Both the margin on sales and the average return on investment are materially below those earned by most industries.

"In fact, if the entire total of 1934 profits had been passed on to the farmer as a gift, in the form of higher prices for his live stock, his checks would not have been increased by more than one-sixth of a cent per pound of live stock sold. Nor would it have reduced the price of meat more than a fraction of a cent per pound, if passed on to the consumer."

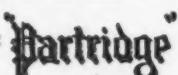
AWARDS FOR SAFE DRIVING

With large numbers of motor trucks in operation by meat packers, prevention of motor vehicle accidents has become an important phase of safety work in the industry. Five truck drivers of the Hull & Dillon Packing Co., Pittsburg, Kans., were recently given safety award cards and certificates by the Western Casualty & Surety Co. for their safe operation of the company's motor trucks. Awards were issued to the following drivers: Ralph Campbell, 10-year certificate; Charles Bogatje, 7-year certificate; Clyde Wiley, 7-year certificate; John Vediz, 6-year certificate and John Slavin, 2-year card.



**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

"HALLOWELL" PACKING PLANT EQUIPMENT

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

Write for BULLETIN 482 covering our complete line of "HALLOWELL" Packing Plant Equipment.



Pat. applied for

Fig. 1081 — "Hallowell"
Pork Loin Truck

**STANDARD
PRESSED STEEL CO.**
Jenkintown, Pa.
Box 550

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

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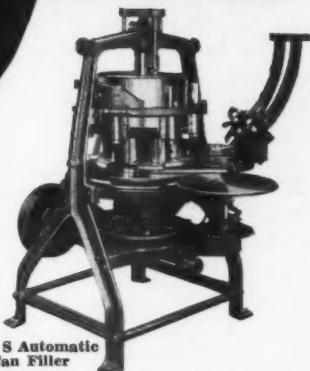
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Some One Profits on
Your By-Products
WHY NOT YOU?



M & S Automatic
Can Filler

Automatic, accur-
ate, high-speed, trouble-proof. Several
hundred M & S Can Fillers are now
in use in packing plants.

There's a nice profit
in canned meat prod-
ucts—hash, potted
meats, sausage, soups,
dog food, food for other
pets, etc.

If you're not now
canning these yourself,
someone else is making
the long profit.
Why not consider a
canning department of
your own?

All the "wrinkles"
have been taken out of
this feature of a
Packer's activities, and
a canning department
may now be profitably
installed — easily and
quickly.

May we send you,
without obligation,
complete information
on equipment neces-
sary to install your
own canning plant?

Sprague-Sells Equipment for Meat Canners

Boxers	Continuous Cookers	Meat Cutters, Chop-	Steam Jacketed
Can Cleaners	& Coolers	& Dicers	Kettles
Can Forks	Cooking Tanks	Meat Mixers	Supplies
Can Openers	Fillers	Process Clocks	Tables
Can Testers	High Pressure	Process Control	Tanks
Can Tong	Pumps and	Instruments	Thermometers
Canners Scales	Washers	Retracts, Crates &	Tramrail System
Capping Steels	Holists, Circle and	Tracks	Trucks
Conveyors	Electric	Sewage Screens	Etc., Etc.

SPRAGUE - SELLS
Division of Food Machinery Corporation HOPESTON, ILLINOIS



An unretouched photo of floor section that was later saved with
Cleve-O-Cement. (See picture below.)

No need to dig-up and relay a broken cement floor. With Cleve-O-Cement, crumbled, rutted, chuck-holed floors can be repaired to new usefulness. Cleve-O-Cement is different from any material you ever heard about. Applied in the afternoon, it dries hard as flint overnight, ready for heavy traffic. Waterproof and acid resistant. Unaffected by freezing temperatures. Biggest plants in dairy and meat packing industries recommend it. Write for information.

THE MIDLAND PAINT & VARNISH COMPANY
1322 Marquette Avenue Cleveland, Ohio



A CHEAPER WAY of fastening stockinettes!

If you cover hams, butts, picnics, etc., with stockinettes, look into the ACME Stapler. You are guaranteed a finer product due to PERFECT SHAPE — 25% greater smoke house capacity — and 30% SAVING IN LABOR and STOCKINETTE MATERIAL.

The ACME Stockinette Stapler is simple and easy to use. Both hands are free for covering, stapling and cutting — all of which is done right at the machine. Just two simple operations—a press of the foot seals the stockinette with staple—a simple movement cuts the stockinette.

The ACME Stockinette Stapler is greatly superior to hand methods — increases production — lowers cost — eliminates all string.

The ACME Stockinette Stapler costs you nothing, because it pays for itself through savings. Used by the majority of packers throughout the country. You owe it to yourself to get the details. Write today!

**New Acme Cellophane Tying Machine
gives tremendous saving! Ask about it!**

ACME STAPLE CO.
1641 HADDON AVE., CAMDEN, N. J.

*Sales Representative: FRED C. CAHN, INC.,
222 W. Adams St., Chicago, Ill.*

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,	
Prime native steers—	Nov. 20, 1935.	1934.	
400-600	18½@19	13 @14	
600-800	16½@18½	11½@12½	
800-1000	18 @19	13½@13½	
Good native steers—			
400-600	17 @17½	11 @11½	
600-800	16½@17	11½@12½	
800-1000	16½@16%	11½@12½	
Medium steers—			
400-600	13½@14½	9½@10	
600-800	13½@14½	10½@11½	
800-1000	14½@15	11½@12½	
Heifers, good, 400-600	14½@14½	11 @12	
Cows, 400-600	8½@10½	5 @ 7½	
Hind quarters, choice	@23	@18	
Fore quarters, choice	@15	@10	

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted	
Steer loins, No. 1.....	@32	@28	
Steer loins, No. 2.....	@29	@22	
Steer short loins, prime.....	unquoted	unquoted	
Steer short loins, No. 1.....	@42	@36	
Steer short loins, No. 2.....	@37	@25	
Steer loin ends (hips).....	@23	@20	
Steer loin ends, No. 2.....	@22	@19	
Cow loins.....	@12	@12	
Cow abort loins.....	@13	@14	
Cow loin ends (hips).....	@12	@10	
Steer ribs, prime.....	unquoted	unquoted	
Steer ribs, No. 1.....	@22	@22	
Steer ribs, No. 2.....	@21	@20	
Cow ribs, No. 2.....	@10	@10	
Cow ribs, No. 3.....	@9	@7	
Steer rounds, prime.....	unquoted	unquoted	
Steer rounds, No. 1.....	@14	@10½	
Steer rounds, No. 2.....	@13½	@10	
Steer chuck, prime.....	unquoted	unquoted	
Steer chuck, No. 1.....	@12½	@9½	
Steer chuck, No. 2.....	@12	@9	
Cow round.....	@10½	@7	
Cow chuck.....	@9½	@6	
Steer plates.....	@13½	@9½	
Medium plates.....	@13	@4	
Briskets, No. 1.....	@16	@13½	
Steer navel ends.....	@12	@7½	
Cow navel ends.....	@8½	@4	
Fore shanks.....	@8	@7½	
Hind shanks.....	@5½	@4½	
Strip loins, No. 1, bns.....	@55	@45	
Strip loins, No. 2.....	@45	@30	
Strip butts, No. 1.....	@28	@22	
Strip butts, No. 2.....	@17	@15	
Beef tenderloins, No. 1.....	@40	@30	
Beef tenderloins, No. 2.....	@50	@35	
Rump butts.....	@13½	@19	
Flank steaks.....	@22	@18	
Shoulder clods.....	@14	@8½	
Hanging tenderloins.....	@12	@7	
Insides, green, 6@8 lbs.....	@13	@9½	
Outsides, green, 5@6 lbs.....	@12	@12½	
Knuckles, green, 5@6 lbs.....	@13	@8½	

Beef Products.

Brains (per lb.).....	@ 9	@ 7	
Hearts.....	@10	@ 4	
Tongues.....	@19	@14	
Sweetbreads.....	@20	@18	
Ox-tail, per lb.....	@12	@ 8	
Fresh tripe, plain.....	@10	@ 4	
Fresh tripe, H. C.	@12½	@ 8	
Livers.....	@18	@13	
Kidneys, per lb.....	@11	@ 8	

Veal.

Choice carcass.....	.15	@16	9 @10
Good carcass.....	.12	@15	7 @12
Good saddles.....	.16	@18	10 @16
Good racks.....	.12	@14	6 @8
Medium racks.....			@11 @ 4

Veal Products.

Brains, each.....	@12	@10	
Sweetbreads.....	@35	@25	
Calf livers.....	@45	@30	

Lamb.

Choice lambs.....	@18	@13½	
Medium lambs.....	@16	@12	
Choice saddles.....	@20	@16	
Medium saddles.....	@19	@15	
Choice fore.....	@15	@11	
Medium fore.....	@14	@10	
Lamb fries, per lb.....	@25	@26	
Lamb tongues, per lb.....	@15	@12	
Lamb kidneys, per lb.....	@20	@15	

Mutton.

Heavy sheep.....	@ 7	@ 4	
Light sheep.....	@ 9	@ 7	
Heavy saddles.....	@ 9	@ 6	
Light saddles.....	@11	@ 9	
Heavy fore.....	@ 5	@ 4	
Light fore.....	@ 8	@ 6	
Mutton legs.....	@12	@10	
Mutton loins.....	@ 8	@ 8	
Mutton stew.....	@ 6	@ 3	
Sheep tongues, per lb.....	@12½	@12	
Sheep heads, each.....	@10	@10	

Fresh Pork, etc.

Pork loins, 8@10 lbs., av.	@22½	@12	
Picnics.....	@17	@9½	
Skinned shoulders.....	@16½	@10	
Tenderloins.....	@33	@26	
Spare ribs.....	@11	@ 8	
Bacon fat.....	@17½	@13	
Bacon butts, cellar trim, 2@4	@19	@11	
Hocks.....	@24	@15	
Tails.....	@13	@ 8	
Neck bones.....	@ 7½	@ 2½	
Slip bones.....	@14	@ 8	
Blade bones.....	@14	@ 4	
Pig's feet.....	@ 6	@ 4	
Kidneys, per lb.....	@10	@ 7	
Livers.....	@12	@ 3½	
Brains.....	@11	@ 2	
Brisket.....	@ 9	@ 6	
Heads.....	@10	@ 6	
Chitterlings.....	@ 7		

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....			
Country style sausage, fresh or link.....			
Country style sausage, fresh in bulk.....			
Country style sausage, smoked.....			
Frankfurters in sheep casings.....			
Frankfurters in hog casings.....			
Bologna in beef bungs, choice.....			
Bologna in beef middles, choice.....			
Liver sausage in beef rounds.....			
Liver sausage in hog bungs.....			
Smoked liver sausage in hog bungs.....			
Head cheese.....			
New England luncheon specialty.....			
Minced luncheon specialty, choice.....			
Tongue sausage.....			
Blood sausage.....			
Souse.....			
Polish sausage.....			

DRY SAUSAGE

Cervelat, choice, in hog bungs.....			
Thuringer cervelat.....			
Farmer.....			
Holsteiner.....			
B. C. salami, choice, in hog bungs.....			
B. C. salami, new condition.....			
Frises, choice, in hog middles.....			
Genoa style salami, choice.....			
Pepperoni.....			
Mortadella, new condition.....			
Capicola.....			
Italian style hams.....			
Virginia hams.....			
Regular pork trimmings.....			
Special lean pork trimmings.....			
Extra lean pork trimmings.....			
Pork cheek meat.....			11
Pork hearts.....		@ 9	
Pork livers.....		@10½	
Native boneless bull meat (heavy).....		@11	
Shank meat.....		@10½	
Boneless chuck.....		@ 9½	
Beef trimmings.....		@ 8½	
Beef cheeks (trimmed).....		@ 7½	
Dressed canners, 350 lbs. and up.....		@ 7½	
Dressed cutter cows, 400 lbs. and up.....		@ 7½	
Dr. bohola bulls, 600 lbs. and up.....		@ 8½	
Pork tongues, canner trim, S. P.....		@12½	

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—			
Small tins, 2 to crate.....		\$6.50	
Frankfurt style sausage, in sheep casings—		\$7.50	
Small tins, 2 to crate.....		\$7.50	
Smoked link sausage, in hog casings—			
Small tins, 2 to crate.....		\$6.75	
Mess pork, regular.....			
Family back pork, 24 to 34 pieces.....		\$35.50	
Family back pork, 35 to 45 pieces.....		\$35.50	
Clear back pork, 40 to 50 pieces.....		\$38.50	
Clear plate pork, 25 to 35 pieces.....		\$34.00	
Rear pork.....		\$31.00	
Brisket pork.....		\$36.00	
Plate beef.....		\$25.00	
Extra plate beef, 200-lb. bbls.....		\$26.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....		\$18.75	
Lamb tongue, short cut, 200-lb. bbl.....		43.00	
Regular tripe, 200-lb. bbl.....		20.00	
Honeycomb tripe, 200-lb. bbl.....		23.00	
Pocket honeycomb tripe, 200-lb. bbl.....		26.00	

DRY SALT MEATS

Clear bellies, 18@20 lbs.....		@18½	
Rib bellies, 25@30 lbs.....		@18½	
Fat backs, 10@12 lbs.....		@15	
Fat backs, 14@16 lbs.....		@17½	
Regular plates.....		@15½	
Jowl butts.....		@13	

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment paper.....		26½@27½	
Fancy skd. hams, 14@16 lbs. parchment paper.....		26	@27
Standard reg. hams, 14@16 lbs. plain.....		23½@26½	
Picnics, 4@6 lbs., short shank, plain.....		21	@22
Family bacon, 6@8 lbs., long shank, plain.....		20	@22
Family bacon, 6@8 lbs., parchment paper.....		22	@22
Standard bacon, 6@8 lbs., plain.....		21	@22
No. 1 beef ham sets, smoked.....			
Inaides, 8@12 lbs.....		25½@26½	
Outsides, 5@9 lbs.....		22½@23½	
Knuckles, 5@9 lbs.....		23½@24½	
Cooked hams, choice, skin on, fatted.....		32	@33
Cooked hams, choice, skinless, fatted.....		34	@35
Cooked picnics, skin on, fatted.....		32	@33
Cooked picnics, skinned, fatted.....		33	@34
Cooked loin roll, smoked.....		30	@31

LARD

Prime steam, cash, Bd. Trade.....		@13.50½	
Prime steam, loose, Bd. Trade.....		@13.25	
Refined lard, tierces, f.o.b. Chicago.....		@ 14½	
Kettle rend, tierces, f.o.b. Chicago.....		@ 15	
Leaf, kettle, rendered, tierces, f.o.b. Chicago.....		@ 15	
Neutral, in tierces, f.o.b. Chicago.....		@ 15	
Compound veg., tierces, c.a.f.		@ 15	

OLEO OIL AND STEARINE

CURING MATERIALS

Cwt. Sacks.

Nitrite of soda (Chgo. warehouse stock):	
1 to 4 bbls. delivered.....	\$9.10
5 or more bbls. delivered.....	8.95
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:	
Dbl. refined granulated.....	6.25
Small crystals.....	7.25
Medium crystals.....	7.62 1/4
Large crystals.....	8.00
Dbl. refd. gran. nitrate of soda.....	3.62 1/4
Salt per ton, in minimum car of 30,000 lbs. only, f.o.b. Chicago:	
Granulated.....	\$ 6.900
Medium, air dried.....	9.496
Medium, kiln dried.....	10.996
Rock.....	6.782

MEATS

ent

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesman

Wanted, salesman to assist manager of small plant in southeast selling beef and pork. Must be free to move. Submit references and salary expected. W-174, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Sausage foreman with wide practical experience manufacturing full line of high-class and medium-priced sausages and specialties, desires connection with live, independent firm. Long experience in both large and small plants. Can correct trouble. Furnish best references. W-151, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Man

Experienced beef man seeks position. For fifteen years superintendent of beef department of one firm, slaughtering 700 to 1,200 cattle per week. Has clean and efficient record and can furnish the best of references. W-177, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Guarantee uniformity of my product, and make quality sausage from any material. General practical experience 20 years in sausage manufacturing. Good references as to character and ability. Age 35. Go anywhere. W-176, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Expert sausagemaker and meat specialties man with good all-around experience is available at once and willing to go anywhere. German, 34 years old. References. W-175, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Expert Sausagemaker

Are you interested in putting your sausage department on a profit-making basis? My many years' experience in preparing and making quality sausage, meat-loaves, and specialties have fitted me to run this department profitably. Young, energetic, steady, reliable, married man with family. W-178, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Position wanted by superintendent who can operate plant profitably. Expert on operating costs, yields and quality control. Willing to go anywhere and available at once. W-173, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Experienced sausage foreman, 41 years old, is open for position with reliable packer. It will be to our mutual advantage for you to get in touch with me. Let me show you what I can do. W-180, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous For Sale

Packinghouse Equipment

Included in equipment purchased from Lancaster Packing Co.: One 2-ton Studebaker refrigerator truck, excellent condition, fully equipped, with two 1-ton-capacity ice breakers; 1032 model, two units, inside dimensions 144 in. long, 58 in. wide, 55 in. high. Priced for immediate sale, \$800. For complete list of other packinghouse equipment for sale, write Geo. H. Alten, P.O. Box 426, Lancaster, Ohio.

Equipment for Sale

1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Albright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

CONSOLIDATED
PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.

Wholesale Meat Business

For sale, in Florida, good paying wholesale meat business, complete sausage factory; three compressors, three coolers and one freezer; three refrigerated International trucks and one Ford. Overhead small. Price, \$6,000 cash. Trucks alone are worth the money. Answer W-179, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Packing Plant

For Sale, modern complete packing plant in Southern California. Ideal climate. Located in community of 300,000; large surrounding population easy access by rail or truck; good concrete roads. Minimum taxes, conservative competition. Contains brine refrigeration, good coolers, sausage kitchen, byproduct facilities, lard and wet rendering and ideal drainage. Wonderful proposition. Capacity 250 cattle, 200 calves, 300 hogs and 300 sheep weekly. For further information apply

JOHN W. ALLEN
1210 West 90th Place
Los Angeles, California.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.

Equipment For Sale

Packinghouse Equipment for Sale

Item No.	Quan-tity.	Article.
1	2	5 ft. x 10 ft. Laabs cookers, each with 25-h.p. motor, percolator and vacuum pump.
2	1	300-ton Anco No. 614 hydraulic press with steam hydraulic pump.
4	1	JB Grinder with fan and cyclone collector and 75-h.p. motor.
5	1	No. 610 "BOSS" 12-inch 15 plate filter press.
6	2	6 ft. x 9 ft. prime steam tanks each with 12 inch screw type gate valve. 1-6x8 tank as above. 1-5x8 tank as above.
7	300	No. 6 "BOSS" Hog Trolleys. Wood hog gambrels.
8	1	Steam Jacketed Lard Melting Kettle, 6 ft. 2 in. inside diameter by 45 in. deep inside, with agitator for pulley drive. (40-lb. working pressure).
1		Lard Melting Kettle, same as above 5 ft. 0 in. inside diameter by 5 ft. 3 in. deep.
10	150	3-station, double-rod, double roller, Ham and Bacon Trees.
11	1	No. 172 "BOSS" Backfat Skinner, with 2-h.p. motor.
14	1	No. 53 "BOSS" Regular "U" Dehairer with 20-h.p. motor, capacity 225 hogs per hour.
16	1	"BOSS" Sr. Belly Roller with 2-h.p. motor.
17	3	No. 385 size 3 Beef Hoists.
18	8	Calf Head Holders.
19	3	No. 362 Low Frame Friction Dropers with dropper hooks and housings.
22	1	No. 176 "BOSS" Grinder with tight and loose pulleys.
24	1	No. 4 Buffalo Mixer, 1,000 lb. capacity, with 10-h.p. motor.
25	1	No. 4 Hottmann Cutter and Mixer with flexible coupling ready for 50-h.p. 900 r.p.m. motor.
26	2	400 lb. capacity Randall Stuffers.
27	1	200 lb. Mechanical Air Stuffer.
28	1	Double (steel) Sausage Cook Bx. 8 ft. long by 45 in. wide by 33 in. deep with center partition and perforated steel counter weighted lids.
29	1	Steam jacketed cooking kettle, 40 in. diameter by 33 in. deep inside (40 lb. working pressure).
1		Steam jacketed cooking kettle, 47 in. diameter by 33 in. deep inside. (40 lb. working pressure).
31	1	U. S. Bacon Slicer.
34	1	Anco hog casing cleaning machine with 3-h.p. motor.
35	1	No. 50 Anco belly roller with 33-in. rolls and 3-h.p. motor.
36	1	4 ft. x 9 ft. direct expansion Anco lard roll with 7½-h.p. motor; also pump and draw-off line.
38	1	No. 587 Anco Viscera table, 24 ft. 6 in. long, 4 ft. 6 in. high with nineteen 30-in. x 30-in. Monel Metal Pans.
40	1	Mechanical Manufacturing Co. No. 291, size 66 Grinder with 15-h.p. motor.
41	1	No. 6 "BOSS" Silent Cutter, 43 in. bowl with 25-h.p. motor.

All the motors above for 60-cycle, 3-phase, 220-volt, alternating current, and include starters with overload and no voltage protection.

F5-126.

THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago, Ill.

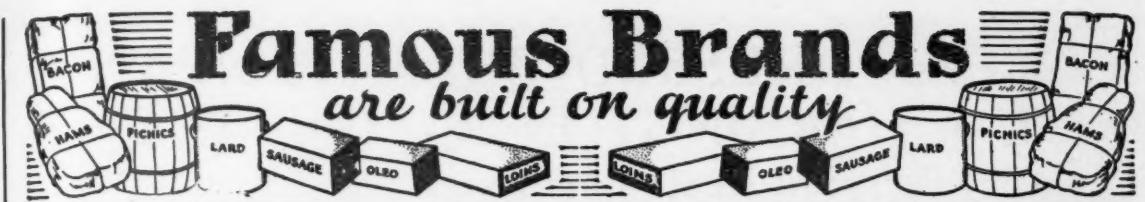
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INDEX

TO ADVERTISERS

Acme Staple Co.	47	Liberty Provision Co.	*
Adler Company, The	*	Link-Belt Co.	*
Allbright-Nell Co., The	Third Cover	Live Stock National Bank	*
Aluminum Cooking Utensil Co.	*	Lovejoy Tool Works	*
American Can Co.	*		
American Soya Products Corp.	*		
Anderson, V. D. Co.	46	McMurray, L. H.	36
Arbogast & Bastian Company	8	Manaster, Harry & Bro.	*
Armour and Company	*	Massachusetts Importing Co.	54
Armstrong Cork Products Co.	*	May Casing Co.	54
Baker Ice Machine Co., Inc.	*	Mayer, H. J. & Sons Co.	24
Bemis Bro. Bag Co.	35	Meyer, H. H. Packing Co.	46
Best & Donovan	6	Midland Paint & Varnish Co.	47
Brady, McGillivray & Mulloy	43	Mitts & Merrill	*
Brand Bros., Inc.	46	Mongolia Importing Co., Inc.	54
Brech Corporation, The	*	Morrell & Co., John	*
Brown Corp.	24	Moto Meter Gauge & Equip. Corp.	*
Burnette, C. A. Co.	*	Omaha Packing Co.	Fourth Cover
Cahn, Fred C.	*	Oppenheimer Casing Co.	*
Callahan, A. P. & Co.	48	Patent Casing Co.	*
Calvert Machine Co.	*	Paterson Parchment Paper Co.	*
Case's Pork Pack	*	Peters Machinery Co.	24
Chelsea Fan & Blower Co.	*	Powers Regulator Co.	*
Chili Products Corporation, Ltd.	*	Rath Packing Co., The	51
Christensen & McDonald	43	Republic Steel Corp.	*
Cincinnati Butchers' Supply Corp.	18	Rhinelaender Paper Co.	*
Circle E Provision Co.	*	Rogers, F. C., Inc.	42
Columbus Packing Co., The	53	Rosenthal, Ben H. & Co.	51
Continental Can Co.	*		
Continental Electric Co.	*	Salzman Casings Corp.	40
Cork Insulation Co., Inc.	*	Sander Mfg. Co.	*
Crane Co.	*	Sausage Mfr's Supply Co.	*
Crescent Mfg. Co.	40	Schlueterberg, Wm.-T. J. Kурдье Co.	53
Cudahy Packing Co., The	54	Schneider, Geo. J. Mfg. Co.	42
Dexter Folder Company	*	Schweisheimer & Feillerman	54
Diamond Crystal Salt Co.	*	Seelbach, K. C. Co., Inc.	*
Diamond Iron Works	*	Self-Locking Carton Co.	*
Dold, Jacob, Packing Co.	51	Shellabarger Grain Prod. Co.	*
Dry-Zero Corporation	*	Silvery, Nicholas	*
Dubuque Steel Products Co.	*	Smith, Brubaker & Egan	43
Du Pont Cellophane Co.	16	Smith's Sons Co., John E.	Second Cover
Durr, C. A., Packing Co., Inc.	53	Sokol & Co.	*
Early & Moor, Inc.	54	Sparks, H. L. & Co.	36
Edge Moor Iron Co.	*	Specialty Manufacturers Sales Co.	42
Everhot Mfg. Co.	*	Sprague-Sells Corp.	47
Fairbanks, Morse & Co.	*	Stahl-Meyer, Inc.	*
Felin, John J., & Co., Inc.	53	Staley Sales Corporation	3
Firestone Tire & Rubber Co.	*	Standard Oil Co. (Indiana)	*
Forbes, Jas. H. Tea & Coffee Co.	*	Standard Pressed Steel Co.	46
Ford Motor Co.	42	Stange, Wm. J. Co.	22
French Oil Mill Machinery Co.	18	Stedman's Foundry & Machine Works	*
Frick Company, Inc.	26	Stein-Hall Mfg. Co.	22
General Electric Company	*	Stevenson Cold Storage Door Co.	*
Globe Co., The	20	Stokes & Dalton, Ltd.	54
Griffith Laboratories	5	Superior Packing Co.	53
Gruendler Crusher & Pulverizer Co.	26	Sutherland Paper Co.	28, 29
Halsted, E. S. & Co., Inc.	42	Swift & Company	24
Han Boiler Corporation	6		
Heekin Can Co., The	*	Taylor Instrument Companies	*
Hormel, Geo. A. & Co.	51	Theurer-Norton Provision Co.	*
Hunter Packing Company	51	Theurer Wagon Works, Inc.	18
Hygrade Food Products Corporation	53	Transparent Package Co.	*
Independent Casing Co.	*	Trenton Mills, Inc.	40
Industrial Chemical Sales Co., Inc.	22	United Cork Companies	18
International Harvester Co.	*	United Dressed Beef Co.	54
International Salt Co.	*	United Steel & Wire Co.	*
Jackie, Geo. H.	26	Valatie Mills Corp.	40
Jamison Cold Storage Door Co.	*	Vilter Mfg. Co.	*
Jourdan Process Cooker Co.	*	Visking Corp.	First Cover
Kahn's Sons Co., E.	51	Vogt, F. G. & Sons, Inc.	46
Kalamazoo Vegetable Parchment Co.	*	W-W Grinder Corp.	*
Kennett-Murray & Co.	36	Wald Manufacturing Co.	*
Kingan & Co.	*	West Carrollton Parchment Co.	*
Kold-Hold Mfg. Co.	*	Weston Trucking & For. Co.	42
Krey Packing Co.	*	Williams Patent Crusher & Pulv. Co.	*
Legg, A. C., Packing Co.	*	Wilmington Provision Co.	46
Levi, Berth. & Co.	*	Wilson & Bennett Mfg. Co.	*
Levi, Harry & Co.	*	Wilson & Co.	*
	54	Worcester Tram Rail Co.	*
		Worthington Pump & Mchly. Corp.	*
		Wynantskill Mfg. Co.	*
		Yale & Towne Mfg. Co.	*

*Regular Advertisers Appearing at various intervals.
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TRY OUR Original WEST VIRGINIA HAM!

Cooked...Smoked...Ready-to-Serve.
It adds prestige to your business!

HYGRADE FOOD PRODUCTS
Corporation

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C. A. Durr Packing Co., Inc.

Utica, N. Y.
Manufacturers of



HAMS LARD
BACON DAISIES
FRANKFURTS SAUSAGES
QUALITY Pork Products That SATISFY

Superior Packing Co.

Price Quality Service

Chicago



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DRESSED BEEF

BONELESS BEEF and VEAL
Carlots

Barrel Lots

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QUALITY

HAMS—BACON

LARD—SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg - T. J. Kurde Co.
Meat Packers Baltimore, Md.

The Columbus Packing Company



Pork and Beef Packers

Columbus, Ohio

Schenk Bros., Managers

New York Representative: M. C. Brand, 410 W. 14th St.



Philadelphia Scrapple a Specialty

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New York Branch: 407-409 West 13th Street

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Lard
Delicatessen

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J. J. HARRINGTON & COMPANY

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Stearine
Tallow

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Calf Heads
Cracklings

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Packer Hides

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First Ave. and East River

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Telephone
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Early & Moor, Inc.

SAUSAGE CASINGS

Exporters
Importers

139 Blackstone St.
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For YOUR Pork Sausage Use
OUR Graded SHEEP CASINGS

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Phone Gramercy 5-3665

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NEW YORK, N. Y.

723 West Lake Street
CHICAGO, ILL.

TO SELL YOUR PRODUCTS
in Great Britain

communicate with
STOKES & DALTON, LTD.
Leeds, 9 ENGLAND

THE CUDAHY PACKING CO.

Importers and Exporters of

Selected Sausage Casings
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The Finest Tribute to
QUALITY
PRODUCTS

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by
Mongolia"

MONGOLIA
IMPORTING CO. INC.

274 Water St., New York City

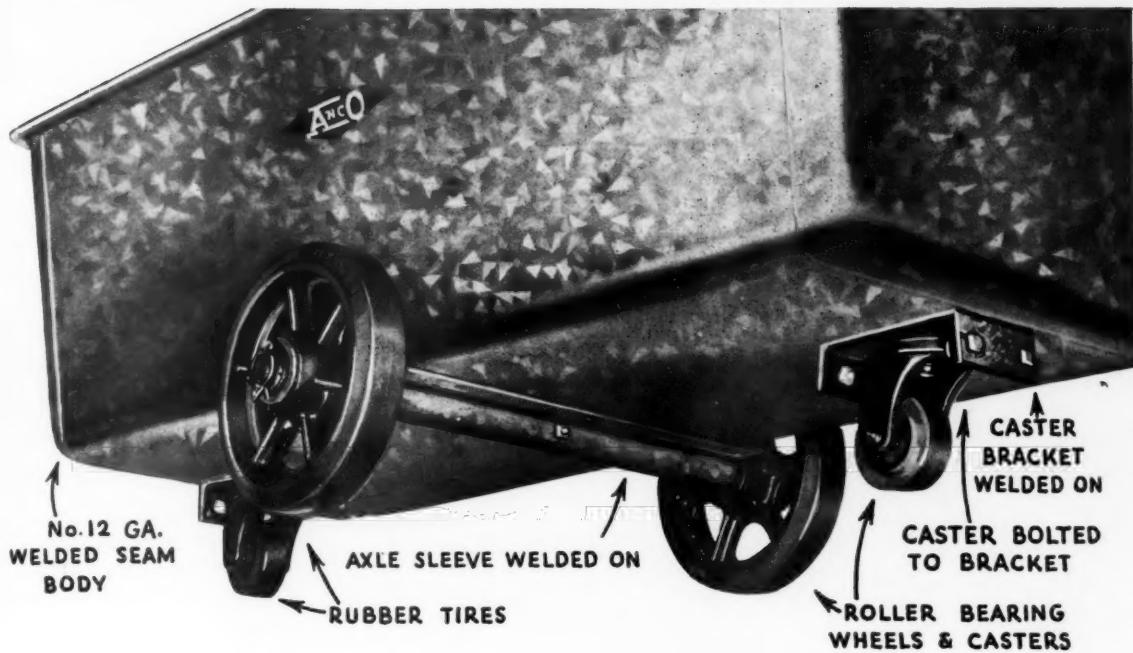
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IMPORTERS AND EXPORTERS

SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.
274 Fifth Ave.

BOSTON, MASS.
78-80 North St.



HERE'S WHY **ANCO TRUCKS** ARE LOOKED UP TO—

YEARS of concentrated thought and effort have been put into ANCO Meat Truck Production. Such features as SANITATION—DURABILITY and BALANCE have been perfected in the design and construction of every ANCO Truck.

The demand for SILENT and SMOOTH operation has been met by ANCO Rubber Tired and Roller Bearing Running Gear. The heavy-duty special rubber tires on ANCO Truck wheels are especially adapted to Packinghouse use. They are grease resisting and eliminate damage to floors.

The small additional charge for this type of running gear is proving to be "money well spent" in dozens of Packinghouses.

No matter what your Meat Truck problems are ANCO can meet them.

QUICK DELIVERY

THE ALLBRIGHT-NELL CO.

Eastern Office: 5323 S. Western Boulevard, Western Office:
117 Liberty Street Chicago, Ill. San Francisco, Calif.
New York, N. Y.



CIRCLE U BRAND DRY SAUSAGE *has* *stood the test of years*

We all warm to the sight of an old friend. Through the years we have discovered in him all those qualities that we like the best. To us, he is a symbol of those qualities . . . We think that this is also true of our Circle U Brand Dry Sausage. It, too, has stood time's test. Its friends have come to value its fine qualities . . . not in a few weeks or months . . . *but during more than fifty years.*

OMAHA PACKING COMPANY
CHICAGO

In our complete line of Circle U Brand Dry Sausage there is a type for every taste . . . a kind for every nationality. But, whatever the variety, fine quality meats and spices will be found in every product that carries the Circle U Brand.

Here are the varieties shown on this page . . .
1. Holsteiner, 2. Cervelat, 3. Goteborg, 4. Thuringer,
5. Salami, 6. Farmer, 7. Display Cervelat,
8. Capicoli, 9. Genoa Salami, 10. Cooked Salami,
11. Cooked Salami in artificial casing, 12. Italian
style Butts, 13. Peperoni.

